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FEB 1960

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**USEFUL**—I would like to congratulate you on the association's excellent magazine. It is, in my opinion, the most useful and informative of all the cattle magazines we receive. — Margaret Remsberg, Rupert, Ida.

**COW BUSINESS INQUIRY**—Would like information on how to get on your mailing list for the paper concerning cattle prices.—Jerry B. Keith, Sunray, Tex.

(The popular bimonthly bulletin, *Cow Business*, is part of the service of the American National to association members. Dues are 7 cents a head of cattle owned per year, \$10 minimum.—Ed.)

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# The Lookout

IMPORTS CONTINUE

**The period** of seasonally large livestock marketings and declining prices in the livestock picture has passed, says USDA. Slaughter this winter will be down from recent months but above last winter. Continued liberal marketings of fed cattle will hold cattle slaughter equal to or above last winter. USDA's report continues:

Slaughter of hogs will decrease, as usual, but will stay above last year. But the difference in this year's hog kill and the 1959 rate will narrow sharply and by spring it will be close to year-earlier levels.

Sheep and lamb slaughter this winter will likely be less than the relatively large slaughter of later winter.

**Cattle slaughter** was above a year ago in the final two months of 1959 after lagging behind a year earlier for approximately two years. Calf slaughter in commercial plants was also near the previous year's rate for the first time since the fall of 1957.

These developments reflect a continued high rate of fed cattle marketings plus some slackening in withholdings for herd expansion. Fed cattle will make up the bulk of slaughter supplies this winter and spring and will continue large throughout the year. However, marketing of grass cattle next summer and fall will likely be moderately larger than during these seasons in 1959.

Sheep and lamb slaughter has been significantly up from a year earlier since July. The 1959 lamb crop was up only 2 per cent, so slaughter this winter may drop below last winter. Price advances will be moderated by liberal supplies of competing meats, but prices should soon rise seasonally a little above last winter.

**Imports** of meat (close to 900 million pounds), largely for processing, were record large in 1959, even though in the final quarter they dropped below a year earlier. Imports will probably continue large during 1960 but below 1959 levels. Domestic production of the classes imported is not expected to increase greatly.

**In the fall** period of heavy marketings in late 1959, the USDA bought about 70.2 million pounds of meat products with about \$30.8 million of Section 32 funds which Congress has directed be used to get supplies for the school lunch program. Purchases include 24.3 million pounds of ground beef, 18.5 pounds of ground pork, 27 million pounds of canned pork and gravy, and .4 million pounds of ground lamb.

**The feeding pattern** of recent years, pointing up the trend of increase in cattle feeding in the West, was again shown in the recent cattle-on-feed report. California showed an increase of 32 per cent over a year ago, Colorado was up 14 per cent, Arizona was up 26 per cent and Texas 30 per cent. The increase over a year ago in the Corn Belt was only 5 per cent.

**Industrial production** at year end recovered sharply, with large gains in automobiles, machinery and other heavy steel-using industries. Employment increased and unemployment dropped to 5.2 per cent of the civilian labor force, lowest since July. Personal income was up. Money and credit continued tight with interest rates rising.

**The federal budget** transmitted by the President to Congress on Jan. 18 estimated receipts at \$84 billion and expenses \$79.8 billion, meaning a surplus of \$4.2 billion. The surplus for the current fiscal year, 1959-60, is estimated at \$.2 billion; deficit in 1958-59 was \$12.4 billion.

The budget surplus in 1960-61 is expected to come from a projected \$5.4 billion rise in receipts, assuming a high and rising level of economic activity for 1960.

Most of the money comes from the income tax. If you are married and make \$10,000 you pay about \$2,200 in federal income tax. Besides this, of course, are taxes on gasoline, liquor, cigarettes, and local and states taxes.

## **RESOLUTIONS**

THESE RESOLUTIONS, adopted by the American National Cattlemen's Association at its 63rd annual convention in Dallas, Tex., Jan. 30, give the reader a cross section of the thinking of the cattlemen of the nation. The action called for—

Spending by the government "only within the budget," and passage of a constitutional amendment calling for a popular vote on the federal income tax.

Retention of the Connally reservation to the World Court to "safeguard the United States from rulings that might affect domestic affairs."

### **WHOLESOME MEAT**

So that the industry may continue to provide "wholesome and safe meat products" for the consumer, the delegates urged "adequate funds for USDA's efficient meat inspection service," calling also for support of all branches of the industry in research toward "an improved beef animal." Members asked for government grading standards which would identify "cut-out yield separate from the quality."

Other resolutions urged Congress to recognize by specific legislation "the historical concept that states continue in control of the water within their borders."

Recommendations in the transportation field included repeal of the excise tax on fares and communications; urged a "non-partisan fact-finding board" to study the 'featherbedding' problem; supported bills calling for per diem penalties on offending carriers "in order to alleviate livestock car shortages."

### **FOREIGN TRADE**

REPEAL of the Trade Agreements Law or letting it lapse when its term is up in 1962 was urged "so that Congress may regain its tariff-making power." Quotas on livestock and meat imports and an investigation under the "escape clause" into the effect of "increasingly damaging meat imports," were proposed.

Reiterated was a resolution calling for calfhood vaccination both as an alternate for recertification in the brucellosis program and as clearance for interstate movement of animals, and asking for free movement for cattle originating in certified areas, tying in the matter of continued funds with these proposals.

The members asked that screwworm eradication be "carried forward" in the Southwest and for continued research in the insect "race suicide" method of controlling insects and other pests, and continued research in leptospirosis.

Resolutions reaffirmed support of the Cattle and Beef Industries Committee and asked that the association's Fact-Finding Committee be made a part of the Marketing Committee; requested averaging of income for tax purposes over five to 10 years and legislation for voluntary retirement benefits for self-employed persons; called for amendment to the Packers and Stockyards Act to permit voluntary collection of funds from growers for promotion purposes.

Agriculture Secretary Benson was asked to "disapprove the examiner's findings" recently questioning inspection authority in the absence of a brand law.

A resolution opposed any regulation to eliminate "direct buying or pencil shrink" or "any regulation which would close any channel of marketing."

\* \* \*

### **PUBLIC LAND**

Resolutions opposed "wilderness system" proposals as "contrary to the multiple-use principle;" urged that the proposal for posting public lands be handled locally and that the state game departments "regulate and police the sportsmen's use of such lands;" recommended that range on public lands be developed "at the same rate as other resources;" recommended that "transfers of grazing preferences be permitted without base land or cattle where there is commensurability to qualify;" asked that Bureau of Land Management appeals be handled in the court district where the range involved is located and for de novo (new) action; opposed importation of wildlife for rangelands "without approval of the landowners affected."

A study was requested to determine the nation's needs in food and fiber for 1975 and the year 2000; return of 90 per cent of the mineral royalty funds and rentals collected from public lands to states was urged; opposition was expressed to extension of the Great Plains program, "since it is largely a duplication of conservation now performed by other agencies."

Action called for reconsideration of the plan to discontinue grazing in the Badlands National Monument and other monuments and parks; favored "specific approval by Congress in acquisition of land by federal agencies;" asked that the BLM notify permittees of the appraised value of lands classified for sale; favored compensation for damages to permittees when federal lands are disposed of; favored transfer of submarginal Indian land income from Interior to school districts "to help counties defray expenses of desegregation in public schools on the various Indian reservations;" and called for preference for LU land users in purchase of the land when offered for sale.

### **MAJOR INDUSTRY BOOK**

A HIGHLIGHT of the Dallas meeting was the "preview" of the findings of the fact-finding committee.

A summary of the group's three-year study will be printed as a major book tentatively titled "The Cattle and Beef Industry—With Emphasis on Cattle Cycles and Marketing."

American National members in Dallas were given an opportunity to place pre-publication orders at 25 per cent discount from the expected price of \$4. The offer is extended here to members unable to attend the convention. Send your name, address and number of copies desired to the Fact-Finding Committee, 801 E. 17th Ave., Denver 18, Colo. You will be billed upon shipment, probably in May.

# New First Family

The new president of the American National is one of the nation's best known cowmen.

Fred Dressler of Gardnerville, Nev., besides running fine commercial and purebred herds, has had the unique honor of being, at the same time, a top officer or a director of three of the nation's major cattle organizations. Besides his long service, and two years as first vice-president, to the American National, Fred has been vice-chairman of the National Cowboy Hall of Fame and a director of the American Hereford Association.

He long has been active in the Nevada State Cattle Association, the California Cattlemen's Association, and various other livestock groups in the West.

Dressler is owner and operator of a large ranch straddling the Nevada-California line which celebrates the 100th anniversary of its founding this month and which has been operated continuously by Dresslers. In fact, five generations of Frederick Dresslers (Fred is the third) have either owned or stand in line to inherit the famed herds of commercial and purebred Herefords, both horned and polled.

Fred is one of the few ranchers actually to market nothing but beef from his ranch. Every animal, except for purebred stock destined for sale, is sent directly to the killer, with steers and heifers stopping off for fattening in a feedlot operated by Norman Brown, Fred's brother-in-law and now president of the Nevada State Cattle Association.

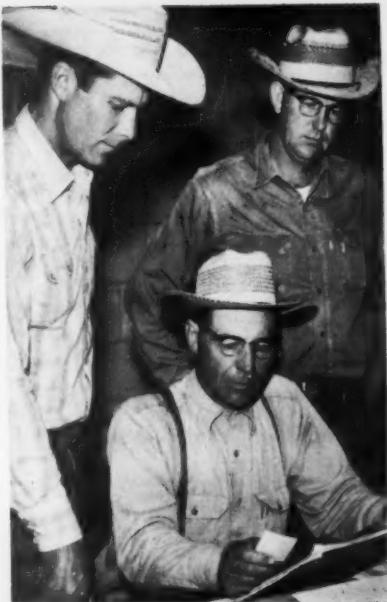
Dressler has had a long-standing arrangement with the Peoples Packing Company of Yerington to kill his cattle on commission. So he literally owns his animals from sperm to beef.

Besides the home ranch near Gardnerville, Dressler runs his 1,000 commercial and 300 purebred cows on summer ranges in Alpine and Mono counties of California, with a winter range in Eldorado County, Calif.

Such an operation requires coordinated management. In this Dressler has the aid of his son, Frederick, and of his son-in-law, Louis Bergevin. Mrs. Dressler, former president of the American National CowBelles, is an efficient assistant too, as are their daughter, Luetta Bergevin, and daughter-in-law, the former Lola Mary Wilson. The Dresslers also have a "coming crop" of fine hands in their six grandchildren: Lee and Jeanne Bergevin, and Tonja, Frederick and twins Roxanne and Candyce Dressler.

Fred is active as a community leader, too. A member of the Minden-Gardnerville school board for 26 years, he was honored last spring by the students who dedicated the yearbook to him. He has also received 4-H and FFA recognition, partly because of his service as president of the Nevada Junior Livestock Show. He is a veteran member of the Nevada Board of Stock Commissioners.

Here Fred goes over some business matters with son Frederick and Louis Bergevin. →



The Dressler family poses in front of their poplar-shaded home. From left, they are daughter Luetta Bergevin, Mrs. Dressler, Fred Dressler and son Frederick.



Some of Dressler's big commercial cows on a mountain meadow in the California Sierras.

# American National's Meeting in Dallas

**Selection of Fred H. Dressler,** Gardnerville, Nev., Hereford raiser, "modernizing" its constitution, and declaration of policy on the broad problems of the industry took place at the closing session of the American National Cattlemen's Association convention in Dallas, Tex., Jan. 30. Salt Lake City will be the 1961 meeting place.

In two major revisions of the association's constitution and by-laws the members created a 15-man executive committee "to act in emergencies" and realigned the representation on the board of directors (former executive committee). The action was in recognition of the shifting patterns and regions of cattle production in the 29-

state area served by the association.

Member action also changed the title of the association's executive secretary to that of executive vice-president, with the position held by C. W. McMillan of Denver.

New first vice-president is Cushman Radebaugh, Orlando, Fla., who raises Braford cattle and is the first southerner



The newly created executive committee (the name of the former executive committee was changed to board of directors) elected at Dallas includes, from left, front row, Bern Coulter, Bridgeport, Nebr.; Executive Vice-President C. W. McMillan, Denver; President Fred Dressler, Gardnerville, Nev.; Cushman Radebaugh, Orlando, Fla., first vice-president, and E. S. F. Brainard, Canadian, Texas.

In the back row, from left, are Norman Winslow, Washington, N. C.; Manville Kendrick, Sheridan, Wyo.; Edward Francisco, Pomeroy, Wash.; J. Wells Robins, Scipio, Utah; Milton D. Webb, Phoenix, Ariz.; Robert Johnson, Sanger, Calif., and Brooks Keogh, Keene, N. D. Francis Murphy, Walden, Colo., and Richard Robbins, Pratt, Kan., members of the committee, are not shown.



Members of the association's advisory council—made up of state cattle association presidents—are shown (from left, front row): Kent Magruder, Clatskanie, Ore.; W. I. Driggers, Santa Rosa, N. M.; Earl Horrell, Globe, Ariz.; Wallace Darden, Springfield, Tenn.; Arthur Tonsmeire, Jr., Mobile, Ala.; Otto A. Maul, Kiowa, Colo.; Leonard Davis, Killdeer, N. D.; Gene Etchart, Glasgow, Mont.; Lawrence E. Downey, Sharpsburg, Md.

From left in the back row are Arch Smith, Texarkana, Ark.; G. J. McGinley, Ogallala, Nebr.; Frank C. Mockler, Dubois, Wyo.; Norman Brown, Smith, Nev.; C. Y. Tilson, Durham, N. C.; David O. Beresford, Delanson, N. Y.; J. O. Pearce, Jr., Okeechobee, Fla.; Lee Berwick, St. Joseph, La.; Ray E. Frisbie, McDonald, Kan.; Ralph Barby, Knowles, Okla.; Walter Crago, Belle Fourche, S. D.; Leroy Dalton, Eaton, Colo.; Amos Eckert, Boise, Ida.

to be elected to the office.

Other officers include six vice-presidents: Bern Coulter, representing Nebraska; John Armstrong, Alabama; E. S. F. Brainard, Texas; Robert Johnson, California; Brooks Keogh, North Dakota, and J. Wells Robins, Utah.

The new executive committee is made up of the immediate past president, the first vice-president, six second vice-presidents and six members selected from the board of directors.

The 42 resolutions adopted by the cattlemen dealt with matters of international and national import. A leading one opposed repeal, which some are asking, of the Connally reservation to our membership in the World Court. The reservation provides, as a safeguard against possibility of the World Court ruling on our own affairs, that the Court shall not have jurisdiction in our domestic matters "as determined by the United States."

(Further explanation of this matter will be given in excerpts from the talk made by Senator Barry Goldwater of

Arizona, in a forthcoming issue.)

In a three-way attack on the problem of heavy meat imports, the members called for return of tariff-making to Congress, "escape clause" action on imports, and quotas on livestock and meat entering the country.

A major address of the convention concerned state water rights. Frank Barrett, general counsel for the USDA, and a former senator from Wyoming, traced the evolution of laws on use of water which from the first recognized that "water rights are dependent upon and determined by the states." A resolution called upon Congress to re-recognize this right specifically.

Loss at the death of a past American National president, A. A. Smith of Sterling, Colo., and the association's former executive secretary, Radford Hall of Denver, was expressed in special resolutions honoring these men.

Named association treasurer was Myrtle A. Black of Denver who because of illness could not attend the convention, the first one she has missed in 25

years. Roy W. Lille was named association secretary.

The American National CowBelles, also convening, elected Mrs. J. B. Smith of Oklahoma president; Mrs. William Garrison, Montana, president elect, and Mrs. J. B. Williams, California, and Mrs. Earl Morrell, North Dakota, vice-presidents. Mrs. Clara Hughes, Oklahoma, was elected secretary-treasurer. New directors include Mrs. N. H. Dekle, Louisiana; Mrs. Robert Burghart, Colorado, Mrs. Mell Harper, Kansas, and Mrs. Roy Houck, South Dakota.

Robert Long of Nebraska succeeded Charles Andrews of Kansas as president of the Junior American National Cattlemen's Association. Other new officers are: Miss Bonita Bohnsack, North Dakota; first vice-president; Johnnie Kilgore, Alabama, and Frank Dobesh, South Dakota, second vice-presidents; Miss Jeannette Andrews, Kansas, secretary, and Larry Austin, Colorado, treasurer.

On the following pages are excerpts from the convention speeches.

New National CowBelle officers include (front, from left): Mrs. Clara Hughes, Oklahoma City, Okla., secretary-treasurer; Mrs. N. H. Dekle, Plaquemine, La., director; Mrs. J. B. Smith, Pawhuska, Okla., president; Mrs. William Garrison, Glen, Mont., president-elect.

(Back row, from left): Mrs. Earl Lowe, Kenton, Ohio, delegate at large; Mrs. Roy Houck, Gettysburg, S. D., Mrs. Robert Burghart, Colorado Springs, Colo., directors; Mrs. Earl Morrell, Dunn Center, N. D., and Mrs. J. B. Williams, Bakersfield, Calif., vice-presidents; Mrs. Mell Harper, Sitka, Kan., director.



Junior Cattlemen's Association officers elected at Dallas, Tex., include, from left: Frank Dobesh, St. Onge, S. D., second vice-president; Jeannette Andrews, Ellsworth, Kan., secretary; Bonita Bohnsack, Sheldon, N. D., first vice-president; Robert Long, North Platte, Nebr., president, succeeding Charles Andrews, Kanapolis, Kan.; Johnnie Kilgore, Jasper, Ala., second vice-president, and Larry Austin, Julesburg, Colo., treasurer.



# Public Understanding Needed

*Ranchers are challenged with the task of winning the public's understanding of what we are trying to do in supplying history's most abundant food supply.—G. R. Milburn, American National president.*

My efforts in the two years as your President have been to prove my appreciation of a position that I have always recognized as the biggest thing that can happen to any cowman in this greatest industry of agriculture. But any progress made during my two terms in office has been due to your sound, businesslike interest, the cooperation of all other officers, the reliable and hard-working committees and the dependable men and women in our Denver office. Without such teamwork no president's term could be successful.

At our convention a year ago we formulated plans to follow the instructions of your resolutions. Just a few weeks later our secretary, Radford Hall, passed away suddenly. It was a shock to all of us. We lost a man who had been very active and dependable for 16 years and who was devoted to his work. He had many friends among the stockmen of the country and his passing was a shock to all of them. His death followed closely that of Ferd Mollin, with whom he had served so many years. Our industry had lost two loyal men who lived for the National.

In this crisis I recognized the value of our Denver office to the association and to the cattle industry over the nation. Immediately after Rad Hall's death, I appointed Dave Appleton as acting executive secretary and Mrs. Myrtle Black as acting treasurer. Roy Lilley continued as assistant executive secretary, Lyle Liggett as director of information, and the young women carried on as usual. There was no slowing down in the operation of the office. In fact, it was my privilege to observe these fine people adjusting all their jobs to meet the circumstances. The committees, called upon for more action than usual, performed wonderfully, and the American National continued its dependable representation of the cattle industry.

But this was a temporary arrangement. The constitution of the American National states that the executive secretary shall be selected by the executive committee. This committee is composed of 234 state association representatives from all parts of the United States. It would be expensive to call that many people together.

I took the following action: Relying on their thorough knowledge of the workings of the American National, and their proven business ability, I

called on the past presidents to aid me. Every past president, all five of the second vice-presidents, and your first vice-president came to Denver in March to aid in selecting a secretary subject to the approval of the executive committee at their next meeting. These men came to my assistance not just this once, but many times, and gave the matter of selecting a secretary their most serious consideration—and you and I know they did a good job in their final selection, Bill McMillan. We are all proud to have this fine young man with us in that capacity.

Recognizing that our constitution and by-laws were becoming outdated with the growth of the American National, you, a year ago, asked for study of changes and instructed me to appoint a committee for such a purpose. I appointed the same 16 men of the so-called "executive council" and, to recognize the affiliated state associations, I selected six past state presidents who had been active in American National affairs to be members also.

Several changes in the constitution and by-laws have been considered in the three meetings of the study committee. These proposed changes will be submitted to you in this convention.

In Omaha, you instructed the legislative committee to work toward a simple amendment to the Packers & Stockyards Act which would remove any doubt as to the right to make deductions at posted markets for beef promotion, research and education. We had some opposition from other groups in agriculture. The legislative committee felt that we should not ask for introduction of any legislation until accord was recognized among our members, and until we determined the reason for the resistance to our efforts, and had removed that opposition. The American National called several meetings with leaders of farm, dairy and feeder groups, the Meat Board, etc., to try to work out a program of beef promotion acceptable to all of the cattle industry. We were pleased to have the encouragement of the Texas Beef Council in this.

As a result we have come to agreement on many details of a voluntary program which will fully recognize and depend upon strong "grass roots" support. I believe we can look forward to a successful national beef promotion



G. R. Milburn

program in which the American Nation is recognized as the leader in the cattle industry and in which it is cooperating with other agricultural organizations.

The beef products committee represented the American National in many of these meetings. Early last year I appointed this committee as a body that would be based more directly on the guidance of you and your state organizations. This committee is not a national beef promotion committee; it is a committee interested in all phases of promotion of beef products. It is not a committee designed to supplant existing beef promotion activities, but to cooperate in the development and strengthening of a practical and generally accepted national beef promotion program.

We are confronted with the import situation always. Because of the lower price of beef right now, some of the danger may have been temporarily removed. But I feel we cannot relax on this import matter at any time, especially now after success has been experienced in American markets with foreign meats and even with live animals. Your secretary and your legislative committee have always been in contact with the Tariff Commission and members of Congress. You all realize the world trade attitude with which we have to contend, but we must not hesitate to work for future protection.

The American National has been contributing, along with the National Wool Growers, to research by the Southwestern Research Institute on the import matter. Attorney Stephen Hart's office is alert to our concern over imports, and our fact-finding committee in addition to its general economic studies had developed facts which we can use as we need them. We will appear at a hearing in Washington next March to present a sound case of definite injury to our markets from imports. We will continue to oppose excessive imports.

At this convention we will hear from a man most capable of discussing the problem of water rights. Water has always been recognized as part of a cowman's property. It is water that determines where he lives, the productivity of his hay land and the practicability of his range land.

In recent years our growing urban population has looked to our rural areas for additional water and the federal government too often ignores the rights of those who have developed a home and a business with water always recognized as theirs. We must defend our rights before Congress. And, in fact, we are working for a law calling for federal recognition of existing state water laws and practices. This past year we testified in Washington on this.

We also are defending the multiple use of federal lands, recognizing the rights of others as to the use of these lands for recreation. And we who live in this great western country appre-

ate more perhaps the need for its protection than most of those clamoring for its restoration to its primitive condition. Watching the carelessness of visitors in nature's out-of-doors makes us fear any controls over these lands which supposedly would "protect" them. We fear the indiscriminate absorption of public lands into national parks. Parks eliminate everything but the tourist, and unfortunately he can eventually ruin it. We who live in this country must protect it, and we will—through our organized efforts in supporting only the best legislation, fair to all. To this end, we are working closely with the Natural Resources Committee.

I cannot help but feel that a renewal of "old-time neighborliness" is our best "defense" against the "invasions" of our growing urban populations into areas of vital concern to ranching. Our methods of talking things over must be different. We must use modern methods of communication, we must work as groups instead of man-to-man, we must emphatically demonstrate that we are sincere in recognizing that other folks also have problems and rights.

Every one of us has to take part. We cannot leave it all to others or to formal public relations programs. Through our daily contacts, our letters and our sincere efforts in working with other groups we can show neighborliness and broaden our circle of friends.

Through education and a better understanding of the brucellosis problem, the cattlemen of the country are now accepting and working for a sensible program which can in time eliminate the disease in the United States. The brucellosis study committee, authorized at our last convention, will, in its report, show that it recognizes the value and need of both official calfhood vaccination and blood testing to control and eliminate brucellosis. The comparison of the rapid decline in Bang's reactors with the resulting decline in undulant fever in humans encourages us to push this program to its completion.

When the Department of Agriculture announced last June that it was considering abolishing lamb grading, the American National office and the beef grading committee chairman immediately notified the department that we were taking no stand in lamb grading, but we definitely supported voluntary beef grading as "highly desirable and beneficial to both the public and the cattlemen." Our general council approved this action. In September the special study committee on re-alignment of federal grade standards approved the action. The beef grading study committee in its meeting of Sept. 8 decided any changes in beef grading at this time would be premature to completion of federal and private research now under way.

The above are by no means all of the legislative problems that your associa-

tion has worked upon in your behalf. They are merely examples. Besides, there are many administrative acts which have been watched over the year by your officers. And, of course, we have worked on many inter-industry problems.

From my experiences these past two years and especially this last year, I can assure you that the individual member, the local association and the state association contribute to the progress of the American National. A cowman does not lose his individuality in collective action through our livestock associations, but a lone voice is not enough.

In June the state secretaries were asked to help the American National with a new form of membership drive. Our letters were put through many state association offices, and we can report much success in getting new members. We are grateful to these states which helped. It proves the value of cooperation in an organization like ours.

No stockman's operation could be successful without the love, the loyalty or the diligent work of our womenfolk. We cowmen have our CowBelles. They support American National activities and manage their own association to the great benefit of the beef industry. We have no better promotion of our products and our way of life than that done by the CowBelles.

Among our groups are the wonderful young men and women growing into our ranch operations and taking part in our meetings. The Junior Cattlemen's Association exemplifies the cooperation of our young people and displays their natural interest in the future of the cattle business that will be theirs.

**Everything** that we attempt to do is for the future of the livestock industry and for the protection of the young people who are growing up in this industry. Every action we take is based upon its future effect on them and the industry.

## Improving the Breeding Herds

**Research into improvement of beef cattle breeding herds should be concentrated according to economic and genetic opportunity.—Dr. H. H. Stonaker, professor of animal husbandry, Colorado State University.**



Dr. H. H. Stonaker

Differences between beef cows in the level of their calf production at weaning appear more than twice as important economically as any other trait needing improvement. Observations are based on studies in the Colorado experimental herd indicating that while variations in efficiency and carcass cut-out value also are challenging opportunities, the big source of economic variation within the herd is in the total calf production.

Selection alone apparently cannot bring maximum improvement in this trait, for the response to selection for reproductive ability in beef cows is low and that for weaning weight is less than that for many other beef traits. Some form of hybridization or crossing along with selection is indicated if maximum productivity is to be obtained in commercial herds.

The mildest form of increasing hybrid vigor is wide outcrossing within the breed. The most heterosis could be obtained by rotating inbred lines from different breeds. Preliminary evidence indicates that almost as much heterosis or hybrid vigor can be obtained from crossing within a breed if different lines of inbred bulls are used in rotation as obtained from a three-breed rotational cross using conventionally bred purebred sires.

Considerable refinement in perform-

ance testing techniques are likely to come about in the 1960's if initiative and fresh approaches in cattle breeding research are on a sufficient scale. Rough estimates indicate that only a portion of rate of gain selection is likely to lead to more efficient gains. Rate of gain selection is almost certain to lead to larger breeding cattle. The question may become in the 1960's as to how large cattle should be bred before they show decreased rather than increased fitness to ranch and market needs.

Ultrasonic probing of live cattle for fat and muscle depth seems presently within reasonable prospect of accomplishment under research conditions. One reason for desiring larger rib eye area is in the resulting increased ratio of muscle to bone in the beef carcass.

In spite of the many interesting and promising avenues ahead in cattle research, the commercial cattleman is advised to avoid aiming in all directions at once in his attempt at cattle improvement. While selection most essentially requires working concurrently on several traits, they should be emphasized according to economic and genetic opportunity. The order of importance placed on traits at this time were: first, cow productivity; second, efficiency or rate of gain; and third, carcass cut-out value.

# States Must Control Water

**The well-settled rule that water rights are dependent upon and determined by state law must be preserved.**

**—Frank Barrett, general counsel of the USDA and former senator from Wyoming.**

Because the question of western water rights legislation is of such tremendous importance to the welfare of the West, I am glad to address an industry so vitally interested in the problem.

Those rugged individuals who discovered gold on our public domain in California more than a century ago, in order to carry on their operations in that wild and unsettled area, found that it was necessary for them to obtain an abundant supply of water and to transport it long distances from streams and lakes to the mill sites. There was no comprehensive body of public land laws available to them.

The public domain blanketed the entire West and since it was unsurveyed it was not open to occupation and settlement. The old common law doctrine fixing the water rights of riparian owners was hopelessly inadequate to cope with the situation confronting the miners in those early days. The miners found themselves in a serious predicament and the conditions of the times required immediate action on their part.

There were no settled rules of law to follow and consequently the pioneers organized mining districts and set up rules and regulations that had the force and effect of law. They adopted the equitable principle of the common law of first in time, first in right, in dealing with competitive rights over the possession of land. They determined that the miner who first appropriated water and conveyed it to the mill site and put it to beneficial use had the first right to that water as long as he continued with due diligence to use it for beneficial purposes.

**Those were the rules** and the regulations under which law and order prevailed in the mining camps of the West. And for nearly 20 years these customs, rules and regulations, implemented by state law and enforced by state courts, constituted the sole body of law in effect on the public lands of the mining areas in the western region.

Practically every acre of land of the Western Empire belonged to the federal government, and without doubt the Congress could have taken the position that as against the United States the miners had not acquired any rights whatsoever to either the minerals they discovered or to the water that they appropriated. As a matter of fact, the secretary of the treasury at that time proposed that the United States recap-

ture the water rights and the mining claims on the federal lands. The Congress in its wisdom, however, protected the rights of the miners by adopting the rules and regulations which they improvised to meet the conditions of those perilous times.

No question about it, the Congress has plenary authority over the public domain and as proprietor could have dealt harshly with those pioneers who squatted on the federal domain. But by those historic acts of 1866, 1870, and 1877 the Congress laid down its policy that the inland water rights on the public lands of the West were to be governed and controlled solely and exclusively under state law. Under the act of 1866, the Congress confirmed the right of the miners to use the public land for the construction of ditches and canals, and by the act of 1870, the Congress provided that rule should apply not only to the past but to the future as well, and that all patents thereafter granted should contain a reservation of the right to construct ditches and canals on patented lands. The acts of 1866 and 1870 constitute the earliest recognition of appropriation of water under state control.

Under the Desert Land Act of 1877 the Congress established the rule that for the future the land should be segregated from the waters thereon and that the land should be patented separately and that all non-navigable waters on the public domain should be reserved for the use of the public under the laws of the states and territories of the West.

Construing those three acts together, the Supreme Court in the case of Power Company versus Cement Company took the position that the federal government as the owner of the public domain had the power and authority to dispose of the land and water together, or to dispose of them separately. And the court concluded that the Congress intended that the public lands could be patented separately and that the non-navigable waters thereon should be reserved in the patent for the use of the public under the laws of the states.

**The economy** of the Western Empire is built upon the doctrine that he who first applies water to beneficial use acquires a valid property right to that water.

The West was settled on the theory that the homesteaders could homestead the bare, dry land and that the public



Frank Barrett

had the right to use the water on the public domain under state law to develop the land and make it valuable. In the light of the action taken by the Congress in the passage of those three bold and courageous pieces of legislation nearly 100 years ago, is it any wonder that ever since then it has been the universal opinion of every informed lawyer in the West that state law was controlling in the matter of appropriation, adjudication, use and distribution of the non-navigable waters of the reclamation states? The records of the courts of last resort are replete with decisions citing those early laws as ample, adequate and sufficient authority for the establishment of the rule that western water rights are dependent upon and determined by state law.

Property rights all over the West have been predicated on the premise that this rule was and is the law of the land. Over the past 50 years the Congress has repeatedly reaffirmed the historic doctrine that water rights in the public land states of the West must be based on state water laws. The constitutions of most of the western states, all of which were approved by the Congress, provide for state control of inland waters. The enabling acts admitting these states to the Union also provided that the waters of these states belong to the people of the state and shall remain subject to appropriation and control under the laws of the state.

**The orderly** administration of a quarter of a million water rights is determined by local authorities under state law. One can imagine, therefore, the consternation which spread throughout the West as a result of the decision of the Supreme Court of the United States a few years ago in the case of the Federal Power Commission v. Oregon. Let me briefly review the facts in connection with that case:

The Federal Power Commission granted a license for the construction of a power plant on the Deschutes River in Oregon. The plant was constructed with an Indian Reservation abutting on one side of the river and a power site withdrawal on the other side. The river is non-navigable. The state of Oregon contested the issuance of the license by the Federal Power Commission for the power plant because the applicant did not acquire water rights under the laws of Oregon. Since the plant was located on lands reserved from the public domain, the Supreme Court held that it was unnecessary to comply with the laws of the state of Oregon.

For the first time the court drew a distinction between reserved public lands and unreserved public lands. The court used the term "reservations" to include all public lands withdrawn or reserved from sale or disposition or homesteading under the public laws. The import of that decision is apparent when one takes into consideration the fact that a total of 225 million acres is included in reservations such as forest

reserves, Indian reservations, military reservations, power site withdrawals, oil and gas withdrawals and reclamation withdrawals. The mere filing of an application for a license to build a dam for power purposes on the public domain constitutes a reservation as to that land. It should be borne in mind that the national forest reserves were reserved from settlement because of their great value for watershed purposes.

In the Pelton Dam case, the Supreme Court held that the Federal Power Commission has authority to issue licenses for dams without requiring compliance with state law where reserved lands only are involved. By that decision the court cast a dark cloud of doubt on the validity of the rights of water users in the reclamation area of the West.

In the case of the First Iowa Cooperative, the Supreme Court held that all the Federal Power Commission had to do was to make a showing of satisfactory evidence of an attempt to comply with state law, since under the commerce clause of the Constitution the federal government has exclusive jurisdiction, inasmuch as a navigable stream was involved, and as a result the Federal Power Commission had ultimate judgment on the matter of granting a license.

In the Pelton case the state of Oregon contended that since the stream was non-navigable the situation was entirely different since the Desert Land Act applied to Oregon but not to Iowa.

The Supreme Court drew an arbitrary line which the Congress failed to do when it passed the Desert Land Act when it declared that "The lands before us in this case are not public lands but reservations." Long after the Desert Land Act was put on the books, the Congress passed legislation creating the National Forest Reserves and authorizing many types of withdrawals. When these reservations were created the Congress provided for rights of way over these reserved lands for the purpose of building dams and constructing canals and ditches, and certainly the Congress intended that applications for that purpose would be allowed under state law and that rights of way would facilitate that objective.

Let us assume that controversies may arise on that stretch of the river where the Pelton Dam was constructed, and who, I ask, is going to determine the rights of the litigants? In the first place, the Supreme Court has said the laws of Oregon do not apply, and in the second place, there is no federal administrative framework to adjudicate water rights. To my way of thinking, the situation with reference to water rights on these reserved areas is bewildering and confusing, to say the least.

**Nearly 30 years ago**, the federal government asserted the claim of the government to all the unappropriated waters in the North Platte River case.



Mrs. N. H. Dekle

## To Build Good Will

*Past and present presidents outline the hopes and aspirations of the National CowBelles "to build good public relations for our great industry."*



Mrs. J. B. Smith

### PAST PRESIDENT CLELIE DEKLE—

Last year when I was elected president of the National CowBelles, my wish was to be worthy of your confidence. Today it is with a feeling of pride in our organization that I make this report, for the progress we have made came from the support and cooperation of the CowBelle members.

There has been satisfaction in seeing the advance in our objective. We feel we are now on a sounder foundation, for I can announce that on Jan. 29 the American National CowBelles voted to incorporate. So as of Jan. 29 we are the American National CowBelles, Inc.

The National CowBelles have worked toward a year-round program which is divided into four segments:

1. Beef for Father's Day.—Mrs. William Garrison (Mrs. Jack Hirsch, co-chairman) with the help of Montana CowBelles and friends mailed material for this promotion to 30 states, including Alaska and Hawaii, and to Canada. We are indebted in this program to the National Beef Council and Mrs. Marian Tripp, home economist with J. Walter Thompson Advertising Co.

2. The All-American Father of the Year Contest.—This unique contest is now in its second year. Chairmanned by Mrs. J. B. Smith, it has been a tremendous success. Winner Ray Schnell of Dickinson, N. D., was honored both in his own state and at this convention.

3. Summer promotion.—Mrs. Lee Perkins, general chairman of beef promotion, furthered this important phase of our work in her mailings of posters, booklets and recipes on outdoor cookery to state associations.

4. Fall promotion.—This is beamed at local and state fair booths and features pot roast and beef stew through material provided by J. Walter Thompson Co. In all this, the CowBelle members play the outstanding part. I salute them.

The United States was not a party in interest, as the government was not a water user, but simply the owner of the physical structures. And for that reason the United States Supreme Court did not determine the question.

The Navy Department operated a reservation adjoining the town of Hawthorne, Nev., and, as a result of the decision in the Pelton Dam case, the Navy decided that it was unnecessary

### PRESIDENT BETTY SMITH—

I want especially to extend thanks to Ray Wilson, general chairman of convention arrangements, who typifies the warm hospitality of Texans, and to the many others who helped the CowBelles enjoy the Dallas meeting.

A big "thank you" goes to these, too: to Clelie Dekle, our retiring president, for her charm and enthusiasm in carrying out the CowBelles' affairs; to Helen Cobb for a big job well done; to Florence Harting for a most successful public relations contest; to Irene King and Mary Louise Lynam for their fine support throughout the year; to Azile Garrison and Ann Hirsch for a tremendous Beef for Father's Day campaign; to Lucille Perkins for her splendid promotion activities; to Jane Fisackerly for her work on the All-American Father contest; to Marion Guthrie, Marie Carlisle, Yodie Burghart and the many others who helped to make 1959 a success.

In this new year we ask your continued support. We have a purpose "to assist the cattlemen in promoting the welfare of the industry and to build good will for our industry." I want to remind the local and state groups to send their reports and suggestions to me, to our public relations chairman, Mrs. W. F. Garrison, Glen, Mont., and a copy to our Chimes editor, Mrs. Dorothy McDonald, No. H-8, 303 N. 47th St., San Diego 2, Calif.

The various committee chairmen are as follows: Beef promotion, Mrs. Earl Morrell, Dunn Center, N. D.; Beef for Father's Day, Mrs. J. B. Williams, Granite Station, Bakersfield, Calif.; All-American Father of the Year, Mrs. Charles B. Fisackerly, Sunflower, Miss.; membership and scrapbook, Mrs. L. R. Houck, Gettysburg, S. D., and our new radio and TV chairman, Mrs. Ray Claridge, Safford, Ariz.

For 1960, let's double our membership, triple our efforts, multiply results.

to comply with the state law, notwithstanding the injurious effect on the town which held prior rights to the water under state law.

In the Blue River case in Colorado, the government claimed priorities dating from 1930, but after the Pelton Dam decision, it contended that its rights dated back to 1907 when the national forest was created. The case would have jeopardized Denver's water supply.

(Cont'd on Page 21)

# Chemicals Lower Food Costs

**Consumers would pay more for food without the use of the chemicals which have rapidly changed farming and boosted quantity and quality.—Byron T. Shaw, administrator, Agricultural Research Service, USDA.**



Dr. B. T. Shaw

**Three of the** major problems facing beef production research are: (1) Safe use of new chemicals, (2) need for improved efficiency of production, and (3) need for better disease control.

Agriculture is now using many new and valuable chemicals. These are providing indispensable services in food production. But their increased use has emphasized the need for added assurance that we are using them safely. We must be sure they are safe for the producer who applies them and for the consumer of the end product.

Today's competitive markets and high cost of operation require improvements in farming efficiency. This means to beef producers that we need more efficient methods of breeding, feeding and management.

Efficiency also means better disease control. Animal health research is falling behind in taking advantage of the new progress and is not yet fully participating in the scientific revolution.

The fact that we are using chemicals in agriculture is far from a new development. Homer wrote of using sulphur to control insects as early as 2,000 B. C. Pesticides have helped to make possible the quantity as well as the quality of our American agricultural products.

Without the use of chemicals in agriculture, consumers could not enjoy the bountiful supplies of high quality fruits, vegetables, cereals, meat and milk that are on the market today. The effective control of scabies in cattle and sheep in the West is possible only through the use of chemical dips and sprays. The cattle industry of the South could not have survived if the arsenical dip had not been developed in 1911 to control the fever-carrying tick.

Without the use of chemicals, consumers would pay a higher price for a scanty supply of inferior food products. The high quality of farm products that pesticides and other agricultural chemicals have helped to provide has been so firmly established in this country that the consumer market will not accept contaminated, pest-damaged food.

**Under the pressure** to meet urgent needs of World War II, the pace of research in the chemical field was increased so rapidly that many barriers that had blocked scientific progress for hundreds of years were removed within a matter of months. When this new knowledge was made available to the

whole world of science after the war, the unprecedented advance in developing chemicals for peacetime use began. Many of them were found to be more effective than anything we had ever used before in agriculture—as fertilizers, herbicides, nematocides, fungicides, rodenticides, fumigants, plant growth regulators and livestock feed additives.

The federal government is responsible for assuring that foods moving in interstate commerce are safe, pure and wholesome. This responsibility was designated in 1906 when the original Food and Drug Act and the Meat Inspection Act were passed. These laws also help to assure that food products are free from disease and adulteration and are accurately labeled.

The first Federal Insecticide Act was passed in 1910 to assure the agricultural producer that he could buy insecticide materials that are effective for the purpose claimed and safe to use.

The Department of Agriculture and Food and Drug Administration cooperate closely so that the department's recommendations for methods of using pesticides will not subject an agricultural product to seizure. Also, there is another area of close cooperation. The Department of Agriculture is responsible under the Federal Insecticide, Rodenticide and Fungicide Act as amended in 1947.

**The registration** is based on data submitted by the manufacturer, plus additional information that may have been developed in the Agricultural Research Service or state agricultural experiment stations. The characteristics of the chemical and the recommended method of application are carefully reviewed. The Agricultural Research Service also must be familiar with actions of the Food and Drug Administration to make sure that no chemical is registered for a use that would leave residues higher than the established tolerance.

It is highly important for users of pesticides to follow directions on the label. No agricultural product has ever been seized because of chemical residues when pesticides have been applied according to directions on a label registered by the department. These directions are the guide for applying pesticide chemicals effectively and with safety to the user.

Individual farmers are dependent upon chemicals to reduce their losses from pests and diseases and to increase the efficiency of operation in other ways in order to stay in business. American consumers are dependent upon chemicals for the quality and quantity of many food items in their diet. Chemicals are essential if the nation is to meet the future needs of feeding a rapidly expanding population with a dwindling number of agricultural workers.

However, the safety of chemical residues in food is being seriously questioned. The Department of Agriculture and the Food and Drug Administration are cooperating to protect the purity and wholesomeness of our food supply as our primary concern.

What can be done to solve the problem of using essential chemicals safely in food production? The question falls squarely in the lap of agricultural research. Research can be directed in several directions in order to develop chemicals that will be useful to agriculture without the entangling problems of residues. We might be able to find chemicals that would kill insect pests and yet be completely harmless to warm-blooded animals. Pyrethrum is close enough to this objective to give us hope that we could find even more effective chemicals with the same lack of danger to man and livestock.

In another direction, we might find chemicals that could be used effectively against insects in such small quantities that the danger to other forms of life would be negligible. Perhaps such materials could be combined with improved attractants further to reduce the quantities necessary. For instance, in controlling pests of field crops, we might be able to spray the combined insecticide and attractant only along fence rows. The pests would be attracted and killed without the necessity of spraying the crop.

We may find still another answer through improved biological controls. For instance, the male sterile technique has proved successful in the control and eradication of screwworm populations in the Southeast. Perhaps this technique can be adapted and extended to other areas and other insects. Suppose we had one chemical that would kill 95 per cent of an insect population—and another chemical that would sterilize 95 per cent of the population. The 5 per cent of the group left alive after treatment with the lethal insecticide would rapidly build back to a normal population. But the 5 per cent of the group left fertile after the sterilization treatment would mate with infertile insects, and the population would continue to decrease. Thus, sterilization would provide a much faster method of eradicating insects.

We can investigate further the possibility of increasing the use of natural parasites, predators and diseases to help control damaging insect pests.

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In the commercial cattle show, J. D. Lamont, Orchard, Colorado, exhibited the champion carload of feeder heifers. The reserve champion carload of fat Herefords was bred by the McAuliffe Cattle Company, Raton, New Mexico, and exhibited by Paul Freed, Paulina, Iowa. All were by CK bulls.

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## Chemicals—Use As Directed

*Ranchers and farmers must be "extra cautious" in continuing their use of agricultural chemicals according to specifications.—C. W. McMillan, executive secretary of the American National.*



C. W. McMillan

President Milburn has outlined some of the accomplishments of the American National during the past year. It is not my intention to cover the points mentioned by him, but I think there are some fine illustrations to bring home the point about the importance of being organized and in a position to meet the problems head on.

An excellent example is in the current confusion over the matter of chemicals used in agriculture and the residues that have been found in certain commodities. We are cognizant of what happened to the cranberry people. This was followed by trouble in the poultry industry. And the milk people have been harassed from time to time in the past several weeks.

For more than a year the American National was aware of the critical situation relative to chemicals and the residue problem. Your leaders, including President Milburn, Albert Mitchell and one or two members of the legislative committee, when they were in Washington last April, met with government leaders relative to this. This was not given any publicity but the association was quietly working on this matter.

As a result of the cranberry incident, the American National called a meeting of the Cattle and Beef Industry Committee in Chicago on Nov. 30. Key leaders from the cattle production and feeding end of the business as well as processors, retailers, officials of the USDA and others participated.

After complete discussion, a steering committee was appointed under the chairmanship of Mr. Mitchell, representing producers. Feeders are represented by Charles Wetzel of Phoenix, chairman of our feeder committee. Other members are from the processing, retailing and general farm segments.

By sheer chance, the day following the Chicago meeting an announcement appeared in the papers relative to a feed additive which was feared to be under fire by the Department of Health, Education and Welfare. The story hinted that another "cranberry" situation would develop, casting doubt on the use of the additive.

Because the committee had met we were in position immediately to go to work on the matter, and intelligently discuss this with leaders of government. The beef cattle business was publicly exonerated, since no residue of the material has been found in the muscle tissues of beef.

I am confident that even though we are "out of the woods" on this specific matter, we must be constantly vigilant in order to meet any further problems in this regard.

In this connection your American National also has been participating with other farm, livestock and commodity groups which have been holding meetings in Washington, D. C. Your American National was represented in a meeting with cabinet members in Washington as recently as Jan. 11 in this regard.

The beef producer and feeder are determined to continue to produce a wholesome beef product for the consuming public. We are vitally interested that the wholesomeness of this product be maintained and to be sure that the confidence the public holds for the wholesomeness of beef is not jeopardized. We are producing a product that's in greater demand by the public than any other food. We cannot emphasize too strongly the necessity for everyone to continue to be very careful in insuring that all agricultural chemicals are used according to specifications.

It might be well to mention at this time that for years we have been fortunate to have USDA's meat inspection division inspecting the beef shipped interstate. Through research efforts and close "police" work, there has been a continuous flow of product in which the public has confidence from the wholesomeness standpoint.

The preceding is an excellent illustration of the importance of being organized and in a position to cope with problems that in many instances are completely unforeseen.

**Another problem** with which we have been faced and which will worsen is that of the growing population. There will be more and more pressure against the present public lands.

I need not remind you that there are certain segments of this growing population that would like to set land aside for one purpose only, that of recreation. Coupled with this will be more and more pressure from the standpoint of access to certain public lands by crossing private land. Because of all this, we must be able to "roll with the punch" and come up with some workable and practical programs embracing

the multiple-use concept. The public must be shown that we are going to need every acre and all the available natural resources at our disposal to continue to feed the human population as it grows. We are not alone in this. Lumbering and mineral interests will need all available natural resources to supply this growing population with their particular products.

The beef cattle business has undergone some sweeping changes in the past few years. We have seen a "new frontier" develop so far as beef cattle production and feeding is concerned in the Southeast. Sometimes you hear it said that the cattle production and feeding problems of those in the West are not the same as those in the Southeast. I'll grant that some of the methods of production vary, but it is extremely heartening to look at the record and note that many of our southeastern brothers have stood behind and encouraged their congressmen to oppose such matters as the wilderness legislation. This is true even though there is a minimum of public lands that would be affected by this type of wilderness legislation in the South.

**By the same token**, it's wonderful to see the spirit of cooperation in problems not necessarily pinpointed to the West on a geographical basis. I have in mind the fire ant control program, a problem which is becoming increasingly difficult in the Southeast. Even though the West was not at the moment adversely affected, it got behind the southern folks and worked with them for control programs.

The same thing is true in the case of the screwworm. As many of you know, the screwworm is for all practical purposes eliminated in many of our southern states, and this was done through the hard work of the cattlemen in those areas. But the folks in the West also encouraged their own congressmen to assist in making funds available for the program.

I heard the comment during the first discussion of the proposal to eliminate pencil shrink in country trading, that the rangeman probably would not support the feeders in this. It was proved, however, that the rangemen were as vitally interested as were the feeders in seeing that there were no regulations which would hamstring the free movement of livestock through all possible marketing channels and with the maximum amount of competition. The same joint problem is true so far as the feeders are concerned when we come to the matter of agricultural chemicals and our recent problem with feed additives. A common problem was recognized, one that would affect not only the feeders, but the over-all beef cattle business.

I know that some people think the American National sometimes drags its feet. We have heard this charge made in recent months relative to the matter  
(Cont'd on Page 29)

## Beef Use Could Increase 50%

*Beef consumption could increase in the next decade to 150 per cent of the average for the past 20 years if the industry makes beef good enough.*

**—Dr. Herrell DeGraff, research director, ANCA's fact-finding committee.**



**Dr. DeGraff**

**The Price Slump.** Last month the price of slaughter cows (Utility grade, Chicago) was down \$3.50 from the corresponding month a year ago. Feeder calves (Good and Choice steers, Kansas City) were down \$7.25. Why did this happen and what does it mean?

Is this a price break of the disastrous kind which cattlemen experienced in 1952, or is it only a price slump of far less serious proportions? I am very strongly of the opinion that it is the latter.

This price slump came earlier than almost anyone had anticipated. It seems to indicate that turning points in cattle cycles are continuing to come sooner than expected, at least in comparison with what has happened in the past, indicating that producers are generally much better informed about trends in the industry and are acting more quickly on their information.

The immediate factors in the price slump included: First, farm management services in the Midwest advised feeders to hold off purchases until later than usual. Second, fall rains were much delayed on the Pacific Coast, winter pastures were bare of feed, and consequently this important winter-grazing area was almost out of the picture as a home for cattle at shipping time in the range country. This factor, coupled with record numbers in Southwest and West Coast feedlots, delayed shipments from some parts of the range and even reversed the direction of movement of some cattle.

These might be looked upon as relatively small factors. Under some conditions they would be, but this year they came together with record high numbers of cattle, which is always a situation making markets vulnerable to even minor disruptions.

My own conviction is that this price slump has been a good thing for the cattle industry. It may save the industry millions of dollars by checking a build-up of cattle numbers that otherwise might well have continued until there was a real price disaster.

My reason for believing that this is a price slump instead of a real bust is that the downturn of prices has come well before the time when cattle numbers have built up to disaster levels. Cattle numbers have not climbed out of line with population growth. Slaughter volume almost certainly will increase over the next two or three years and beef supplies per capita will rise to or above the previous high point of

1956. Also we should keep in mind that beef production per cow is increasing as a result of increased proportion of beef cows versus dairy cows, reduced death losses, more calves grown out to maturity, and increased numbers of cattle taking a turn in feedlots. But even allowing for these trends, we do not face in the immediate future anything like the 35 per cent increase in beef production that caused the disastrous price break between 1952 and 1954.

Consumer demand has been growing considerably more rapidly than the mere increase in population. The previous high in per capita supply, which was 85 pounds per person in 1956, could now be marketed at a considerably better average retail price than it brought that year.

Another comparatively favorable factor is the reported reduction in farrowing intentions for the 1960 spring pig crop. If this materializes at around an 11 per cent decrease from last spring, it will mean a smaller supply of pork in the latter part of this year.

Thus in summary of the cattle price outlook, the evidence seems to shape up this way:

1. We are over the top of price rises in this cycle. Steer and heifer slaughter will increase moderately in 1960 compared to 1959. More cows will be culled and cow slaughter will rise above the low point of the last two years.

2. However, cattle inventories have not reached excessive proportions, and prospective supplies of beef and competing products should be absorbed at prices with which cattlemen can live.

3. The inventory build-up will probably continue for another two or three years, but at a slower rate than if this price slump had not occurred. If producers will continue to be cautious, we might avoid for a long time any build-up seriously in excess of the rate of population growth and further increases in demand.

4. If we are blessed with the good fortune to avoid serious drought, or any other circumstance that would cause sharply bunched marketings, this price slump should not decline into a price disaster.

**Beef and Cattle Imports.** Imports have continued throughout the year to generate comment and concern in cattle circles. Import volume in 1959 was again equal to the record of 1958. Preliminary data indicate that receipts of dressed and processed beef were up

about 120 million pounds, which was offset by a decline in live cattle from Mexico and Canada of 400,000 head. Net imports in carcass weight equivalent were 8.4 per cent of production in 1958 and apparently 8.2 per cent in 1959.

Obviously the price of cattle in our markets has been lower because of these imports. During the last two years cattle prices in our markets have been lower by about \$2 a cwt. than they would have been if imports had not increased.

There is, of course, another side to the coin. Our international trade in cattle products is a two-way street. In the first half of 1959, for example, the world demand for hides increased sharply, causing hide prices in this country to double. Increased demand for American hides added about a dollar a cwt. to the price of live cattle throughout the middle half of the year.

We are not suggesting that this was an offset to the cattle and beef imports, but wish only to emphasize that our foreign sales of hides, tallow, variety meats and the like are also important in determining domestic cattle prices. In 1958 and 1959 our dollar volume of imports has considerably exceeded our sales of cattle products to other countries. But over the whole of past cattle cycles we have invariably had greater total exports than imports.

Our imports of foreign beef are a highly cyclical phenomenon, varying in the opposite direction from changes in domestic slaughter. The large imports of the last two years have been almost entirely the result of reduced cow slaughter and correspondingly smaller supplies of domestic cow beef. The imported beef that has come in as a partial offset has been predominantly a low quality product used by processors as an alternative to cow beef in sausage and other processed meat products.

In the years since World War II, cow beef has practically disappeared from the block beef supply, and has come to be used almost entirely in hamburger, frankfurters, other sausages, and a wide variety of processed meat items which have gained increased acceptance by American consumers.

When food processors and distributors have built a large and successful market for certain items, as they have done with cow beef products, it is quite understandable that they do not like to see their operations shrink out from under them. Yet this is exactly what they faced during these two years during which the domestic supply of cow beef decreased by one-third.

Even with the imports we have had not enough manufacturing beef to maintain supplies of the consumer-products in which it is used, especially sausages of various kinds, and either sausage production had to go down or some other item had to be substituted in place of beef. Actually a good deal of such substitution did occur last year.

(Cont'd on Page 22)

## Ingenuity: Our Only Frontier

*Ranchers and farmers can no longer drive their herds over the mountain to greener pastures in solving problems and the only frontier still open is our own ingenuity.—W. R. Poage, congressman from Texas.*

I think that in the early days most of our so-called agricultural problem was a livestock problem, and while even today livestock constitutes the largest single item in agriculture the other phases of agriculture very directly affect livestock—ofttimes a great deal more than the individual rancher would like to admit. There was a day when it may have been possible to deal with the farm problem simply by driving our herds and flocks over a mountain range to greener pastures or to new frontiers, but in our day the problems of agriculture as a whole, and even those of the cattle business alone, are altogether too multitudinous and too complex to be solved simply by going over the mountain, and, indeed, the only frontier which is still open to us is our own ingenuity.

I realize that there are few examples in history of any people who have been able to keep the supply of farm products in balance with demand. Yet this must be done if farmers and stockmen are not forever to occupy the bottom of our economic structure. What Congress has tried to do was to balance supply and demand so that the inexorable laws of economics would work to the advantage, and not to the destruction, of producers.

Unfortunately, it has often seemed much easier to limit the supply side of the equation than it has to increase the demand side. I would like to point out that the cattlemen, more than any other group in our agriculture, have sought to solve their own problems with a minimum of governmental assistance. I have been especially proud of the record of American cattlemen in recognizing the need for the development of larger markets as an alternative to production controls. Other agricultural groups have also sought to expand their markets and in some instances with outstanding success. Surely the most severe critic of meat promotion will agree that there could be no greater boon to American agriculture as a whole than to increase the per capita consumption of meat and meat products. At our present per capita level of consumption and per capita consumption of vegetable foods, cereals, potatoes, beans, vegetables, etc., it is almost inevitable that the tilled acres of our existing agricultural plant will produce a price depressing surplus of all foods and fibers. However, experts in the De-

partment of Agriculture estimate that if we increased our annual meat consumption in the United States to 180 pounds per capita—only 14 to 15 per cent above the present 157 pounds—we would employ in this additional production of meat the acreage which is now contributing to our agricultural surpluses.

Of course, I am not prepared to say that mere advertising or promotion could thus increase our consumption of meat, but I think the experience of every other type of agricultural promotion has proved that an intelligent, adequately financed promotional campaign could substantially increase the consumption of all red meats in the United States. By so doing, we would not only aid the cattle industry, the hog and sheep business, but we would go a long way toward helping the corn farmer who is now faced with a surplus. We would improve the position of our wheat farmers.

Such a program would help the taxpayer dispose of the tremendous burdens of surplus commodities that are now costing almost \$1 billion a year to carry. In view of these tremendous benefits which would come from an effective meat promotion program, I must confess that you and I must have somewhere failed terribly in our efforts to convince the Congress that the livestock industry should have the same freedom to help itself that other segments of our economy have always enjoyed and still enjoy.

What precludes such a program at this time? Very simply it is the Packers and Stockyards Act which was passed to protect livestock sent to market.

This law specifically sets out the only purposes for which deductions may be made. These are: feed, commissions, etc.

This protection is needed. It should not be taken away. That is why Congress has not been able to comply with the requests for passage of a so-called "simple" act merely repealing the prohibitions against a deduction in returns. Such a simple act could, of course, be written, but so far no lawyer has shown us how it could be written without repealing the protection the Packers and Stockyards Act gives to producers. Since most of us want to retain that protection, most of the bills introduced have left these protective provisions in the law and have proceeded to author-

ize an additional type of deduction; that is, a deduction of some very small amount which might, in the absence of objection on the part of the producer, be withheld from the sale of the animal and turned over to some promotional organization operated by the producers themselves.

The legislation passed the Agriculture Committee by an overwhelming majority, but the opponents of this self-help procedure have been so strong on the floor of the House that a majority of the members of the House of Representatives on a roll call vote refused to give us the opportunity even to consider the bill.

That was about two years ago. Last year many of us felt that the wise thing to do was to let the Senate act first, as many of the friends of the program felt that there was sufficient strength in the Senate to pass a practical bill. However, the year went by with no Senate action.

I am for the bill and I feel sure that my subcommittee and the full Committee on Agriculture in the House is for it, but there is no good purpose to be gained in again bringing this legislation to the floor unless we have at least reasonable grounds to believe that we can pass it.

**Nor is it** sufficient for us to point out the utter inconsistency of the opposition of those who on the one hand object to deductions for promotional purposes when carried on by producer-sponsored organizations but who support identical deductions for the maintenance of the Meat Board.

Frankly, as I see it, the Meat Board is violating the law every day and I know of no way of validating its action short of legislation. The bills we have proposed would substantially validate the present financing of the Meat Board along with providing a soundly financed producer controlled program of meat promotion. I can only hope that if those who have so long and so strenuously opposed an adequately financed meat promotion program have no interest in the livestock industry that they will withdraw their objections in the interest of the welfare of the other segments of American agriculture and in behalf of all the taxpayers of this country.

If we are to go on with no organized effort to increase consumption we are rapidly going to reach the point where there will be insistent demands for the control of production, and again I want to point out that this is not an effort to avoid the law of supply and demand but merely a recognition of its existence. It may be some years in reaching the cattle industry. I sincerely hope it is, but overproduction by our agricultural plant requires some kind of adjustment just as overproduction in the oil industry or in the automobile industry.

In the manufacturing industries, it is oftentimes feasible simply to shut down a plant until demand increases. This

(Cont'd on Page 29)

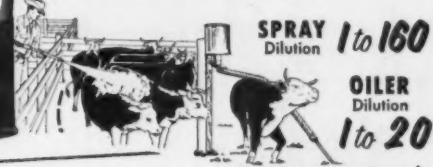
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## ASSOCIATION Notes

The 14th annual convention of the Mississippi Cattlemen's Association, at Natchez, Jan. 13-15, has resulted in the re-election of Frank Brumfield of Inverness to the presidency and Don Bartlett of Como to the first vice-presidency. Other vice-presidents are R. H. Means, Scott; Ethan Porter, Pattison;

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Ernest Minor, Paulette; L. W. Wade, Greenwood. The executive secretary is Paul F. Newell of State College; E. E. Grissom, also of State College, continues as assistant secretary.

The 24 resolutions adopted by the organization included these actions: a request to the legislature for salary increases for experiment station personnel and for other improvements at Mississippi State University as well as at the Mississippi State Fair and district livestock shows; a request for disease control appropriations.

They opposed production allotments and price supports on cattle, and called for an end to "excessive spending for unwarranted purposes"; asked federal and state legislation to aid small voluntary deductions for beef promotion; wanted more research on anaplasmosis.

Dr. W. M. Beeson of Purdue University declared that "Over the past 50 years, rate of gain in beef cattle has increased about 42 per cent and feed efficiency has improved 30 per cent."

Dr. P. H. Stevens of the Farm Credit Bank, Wichita, Kan., told the cattlemen, "Because the ratio of cattle to people is still near normal and because the profit impetus to herd expansion is already fading, the decline in beef cattle prices during the next several years may not be as drastic as that experienced in previous cyclical price declines. On the other hand, the greatly increased speed and efficiency of modern beef manufacture could result in beef cattle price declines of similar proportions."

In tracing changes in the industry, Tom Glaze of Swift & Company, Chicago, said: "A decade or two ago, meat packers could effectively merchandise and sell all weights and grades of fresh beef. Today and in the future we will have to strive for more uniformity and tailor our production to meet the specifications of mass merchandisers."

The Montana Stockgrowers Association is sponsoring a stockmen's tour to Hawaii. Dates are Feb. 17-Mar. 2. To help the tourists with their pronunciation, the association's magazine lists a number of Hawaiian words. "What could be more appropriate," says the magazine, "than the pronunciation of 'cow-cow' for 'kaukau' which means food?"

Meade County (South Dakota) stock growers elected Hugh Ingalls, Opal, president at a recent meeting. John May, Sturgis, was named vice-president. Secretary is Don Klebsch, Mead County agent. The stockmen favored recertification of brucellosis areas by calfhood vaccination and asked for strengthened tariffs and import regulations on cattle and cattle products. Proposal to call for repeal of the income tax was discussed but no action was taken.

Carl Garrison has been named chairman of the California Beef Council's board of directors at the group's semi-annual meeting in San Francisco. Also elected members of the executive committee were Dean Brown, Santa Maria, vice-chairman, and Jake Schneider of Sloughhouse.

Resolutions passed by the National Association of Livestock Auction Markets, meeting recently in Kansas City, included opposition to USDA regulations relating to weight and price factors and to a proposed "prompt purchaser payment" regulation by USDA.

The Colorado Association of Soil Conservation Districts adopted a resolution in its early-January meeting at Denver



Officers of the Mississippi Cattlemen's Association for the coming year include (seated, from left) Frank Brumfield, Inverness, president; Don Bartlett, Como, first vice-president; L. W. Wade, Greenwood, vice-president; Ernest Minor, Paulette, vice-president. Standing are (from left) R. H. Means, Scott, vice-president; Ethan Porter, Pattison, vice-president; John B. Gill, Hermanville, area director; Paul F. Newell, State College, executive secretary; Henry C. Self, Marks, area director. (Extension Service Photo)



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firmly favoring multiple use of public lands. The resolution declared no additional areas of these lands should be withdrawn through establishment of "wilderness areas," and the lands should be used to produce water, food, timber, minerals, recreation and other benefits that can be derived from multiple use.

## FOREIGN NOTES

### ARGENTINA

Meat production in Argentina during the January-September period was 32 per cent below the comparable period in 1958. USDA's Foreign Agriculture Service said the drop in slaughter has already resulted in a significant reduction in Argentine meat exports.

### AUSTRALIA

Britain's "flying saucer" could be used to air-lift cattle from remote areas of Australia's Northern Territory to railheads, according to M. J. P. Abbott, a former member of parliament. The flying saucer, called the Hovercraft, recently made a successful 21-mile crossing of the English Channel. It rides on a cushion of air from jets.

### NEW ZEALAND

The New Zealand Meat Producer's Board is reported studying the practicability of air shipments of meat. Cargo planes could carry fresh meat to the United States in 19 hours. Claim for Canadair C144 turbo-prop aircraft is that it could carry 32-ton cargoes across the Pacific for 3.69 cents a ton mile, provided a 60 per cent backhaul is possible—a major difficulty in developing the project. Auckland, N. Z., is about 6,300 air miles from Los Angeles, which means freight rate on meat by air at 12 cents a pound—about three times the rate for frozen meat by boat.

### SWEDEN

Sweden has raised import duties. Live cattle duties now stand at 6 cents a pound; carcass beef, 10 cents; boneless beef, lamb, mutton and horsemeat, 14 cents; cured, preserved and certain variety meats, 15 cents. The action was designed to forestall a possible glut in the domestic market as a result of drought-induced increase in slaughter at home.

### ARGENTINA

Argentina expects to "substantially increase" her exports of beef to United Kingdom in 1960, and hopes Britain will be prepared to pay a little more for it. So said Senor Alvaro Alsogaray, Argentine minister of economics. He added: "The trouble is, of course, that as more meat arrives in Britain, down goes the price."

### COLOMBIA

An interesting plan developing in Colombia will barter coffee for livestock. Some of the importations have

already been made of beef cattle, sheep and horses from Britain, Finland, France, Spain and The Netherlands, in most cases in trades for coffee.

### Big Return From Use Of Federal BLM Lands

Enough timber was harvested from Bureau of Land Management lands last year to build more than 100,000 average homes. These lands also yielded enough oil to heat more than five million homes for a year and enough forage to feed more than 11 million livestock and

big game for an average of four months. And at the same time the Bureau brought in total receipts to the U. S. Treasury of more than \$136,700,000.

### Colorado State Plans Livestock Days, Feb. 22-25

Livestock Days will be held at Colorado State University, Fort Collins, Feb. 22-25, according to Paul S. Patterson, extension animal husbandman who is general chairman of the annual event designed to bring members of the state's livestock industry up to date.

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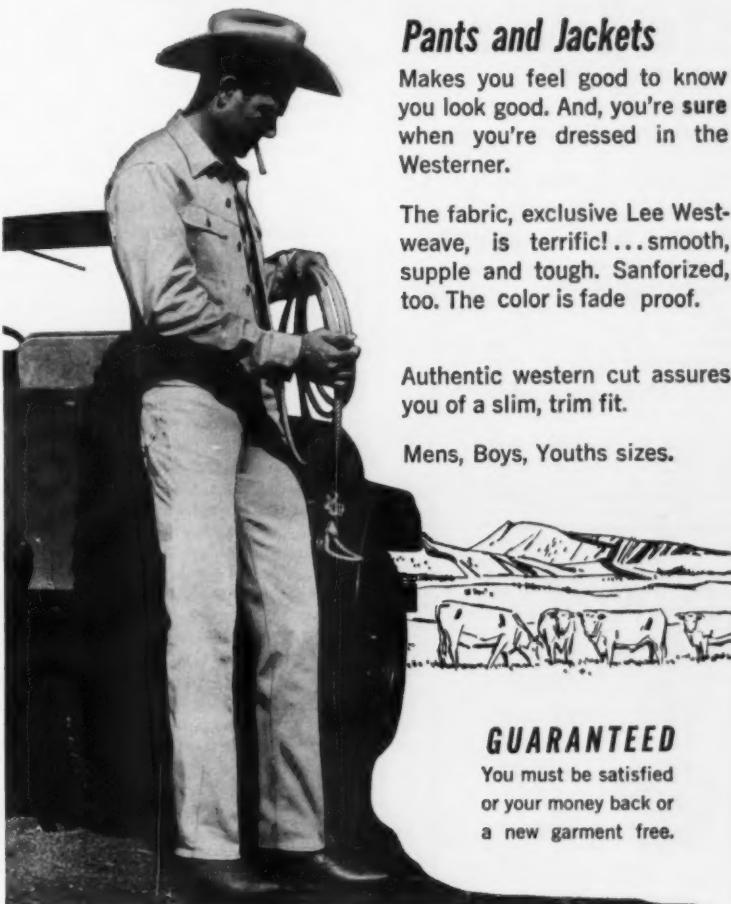
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## The MARKET Picture

Fed steer and heifer prices finally braced up during January, following the low point reached in December. However, weight played an important role in the price pattern. Generally, lighter weight steers scaling under 1,200 pounds and heifers showed considerably more strength than heavier steers.

In fact, heifers at midwestern markets picked up more price gain than steers, selling closer to steers than in two months. Steers weighing up to the 1,400- to 1,500-pound bracket generally were selling below heifers. This happened despite the fact that the volume of heifers marketed in the Midwest during November and December increased 30 to 40 per cent, while steer numbers in the same period were actually somewhat less.

Federally inspected slaughter for the year finally came within 1 per cent of the 1958 figure, after running behind most of the year. A substantial gain in November and December cattle kill figures made up the shortage. Even cow slaughter finally exceeded the previous year in November and December, as a much closer culling of cow herds was evident late in the year, as seen by the large number of older thin and

blemished cows arriving at markets.

This was a direct reversal of trends in recent years, when cow kill had been consistently running behind, as the cattle number cycle continued to build. For the entire year of 1959, cow kill was down some 16 per cent, steer slaughter barely matched 1958, but heifer kill was 25 per cent above the previous year.

In some ways, this sharp increase in heifer kill tended to be contrary to the present upswing in cattle numbers due to building up of breeding herds. However, at least one logical reason for the sharp increase in heifer kill was suggested.

Calf kill has been down sharply the past couple of years and many heifers normally slaughtered at calf age were bought by feeders and reached yearling age before slaughter. This would not necessarily change the basic pattern which indicates at this time an upswing in cattle numbers, especially since cow kill has been on the decline.

**The cattle-on-feed survey** early this year followed the pattern of recent years, pointing up the trend of a rather sharp increase again in numbers in feedlots in the western states, with only a moderate increase in the Corn Belt. In the western states, California again set the pace with a reported increase of 32 per cent compared with a year ago. Colorado, the second largest western feeding state, showed a 14 per cent increase. Arizona was up 26 per cent and Texas 30 per cent.

Of the total number on feed in the Corn Belt and the western states combined, the western states made up 29 per cent of the total this year, compared to 26 per cent a year ago. This indicates the growing importance of cattle finishing in the West in the national picture. The increase over a year ago in the Corn Belt amounted to only 5 per cent, so that the over-all national increase in cattle numbers on feed Jan. 1 averaged out 9 per cent.

Classes and weights of cattle on feed as of Jan. 1 tend to indicate a liberal supply of fed cattle to be expected during the next few months. Average weights are generally above a year ago—an increase especially noted in numbers weighing above 900 pounds. Also, intentions to market for the next quarter indicate increased numbers will be sold.

If so, this would be in contrast to the pattern of the past two years, when marketings were perhaps smaller during the first quarter of the year than any other, and the best market of the year occurred from February through April. During the past two years many feeders aimed for the late summer and fall market with fed cattle, leaving a reduced number being marketed in late winter and spring.

The fact that fewer calves shipped into the Corn Belt area this past fall and also that the number of calves on feed in the Corn Belt Jan. 1 this year shows a reduction from a year ago

(and the only weight class to show a reduction) would tend to indicate that the pattern of the past two years may have been reversed.

This also seems to fit into the trend of many feeders who have recently turned to the trend of buying fleshy short-term cattle representing investment of four to six months, rather than calf operations extending over a period of a year. High interest rates and the tendency of some financial institutions to encourage short-term loans rather than long-term no doubt have been factors in this tendency.

At least one item applying to the latter half of the year 1960 carried encouragement. Based upon feeder intentions, a reduction of some 11 per cent in the 1960 spring pig crop was indicated. If carried out, a much healthier hog market could develop in the latter half of 1960.

### President Asks Increase In Meat Inspection Funds

An increase of about \$240,000 for meat inspection in 1961 fiscal year was recommended in the budget message sent to Congress by President Eisenhower. Congress was asked to appropriate \$21,562,700 for the Meat Inspection Division of USDA, which compared with about \$21,324,900 to be spent in the current year. Proposed also was an increase for USDA research on pesticide residues and on industrial uses of farm products. The President also asked for a  $\frac{1}{2}$ -cent-per-gallon increase in the federal tax on gasoline, which would make the tax  $4\frac{1}{2}$  cents.

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# Frank Barrett

(Cont'd from Page 12)

ply if the government could have been permitted to assert its rights as of the date the forest was established, but fortunately the case was settled by a consent decree.

Under the Pelton Dam decision, the federal government has the right to use sufficient of the water flowing through or over or by the reservation or withdrawal as may be necessary to carry out the purpose of the withdrawal, effective as of the date of the withdrawal.

The determination of the Justice Department to insist that the federal government take advantage of the decision in the Pelton Dam case to avoid compliance with state law where reserved lands only are involved is plain and evident. The position of the federal government was expressed by the Justice Department in its brief filed in the Arizona v. California case last June, in which this contention is found:

"By withdrawal of lands from public domain and reservation thereof for federal purposes, the already existing right to use unappropriated appurtenant water is insulated against appropriation under local laws. The question of the right so reserved is at least the quantity of water necessary for the beneficial uses of the government property. The right is not limited by past use, and is not lost by non-use."

The position of the Justice Department is plain. It contends that the United States acquired our public lands by purchase and treaty and as such is the owner and proprietor of all unappropriated waters. It takes the position that the federal government may do as it pleases with this unappropriated water, and that under the property clause of the Constitution of Congress could give these waters to the states if it so desired, but at the same time the Justice Department contends that it would be unconstitutional to require the federal government to comply with state laws with reference to the appropriation of the water. It holds that it would be an unconstitutional and unlawful delegation of legislative powers for the Congress to adopt state water laws and thereby make them the federal law. Justice further claims that the provision in the constitutions of the various western states asserting their claims to the waters within their borders is ineffective as an instrument of conveyance of any right to dispose of the use of those waters.

For the life of me, I cannot see why the Congress has the constitutional right to give the waters to the states without any strings whatsoever, but is prohibited from giving the states the assurance that the federal government will comply with state laws the same as anyone else with respect to the appropriation of water. I call your attention to the fact that for over 50 years the Bureau of Reclamation has complied

with state laws without any great difficulty. And only recently the Congress required under the Watershed Protection Act that all projects approved by the Department of Agriculture must first be approved by a state agency with water rights acquired under state law. About 15 years ago the Congress laid down the rule that navigation west of the Missouri River should be subordinated to appropriative rights. Yet we are faced with the contention that these and 25 other acts of Congress enacted during the past half century, which in no uncertain terms directed federal agencies to comply with state water laws, are unconstitutional. I was glad to see your great organization testify before the committees of the Congress for the restoration to the western states of the right to control the water on the reserved land as well as on the public land within their confines.

Acting as a court of last resort, the Congress, in my judgment, has no other alternative except to reaffirm its time-honored rule that the sovereign states of the West be protected in the right to control the disposition of the waters within their borders. The well-settled rule since the days when the pioneers blazed the trail through the West and when the Congress enacted the Desert Land Act and declared in no uncertain terms that water rights are dependent upon and determined by state law, must be preserved. The rights of the sovereign states must be protected.

## U. S. Imports of Meat Set New Record in 1959

Imports of meat for 1959 set a new record but imports of cattle were down sharply from 1958.

Red meat imports totaled 875 million pounds in the January-November period, 18 per cent above a year earlier. Pork imports were about equal to 1958 but imports of other types showed relatively large percentage gains.

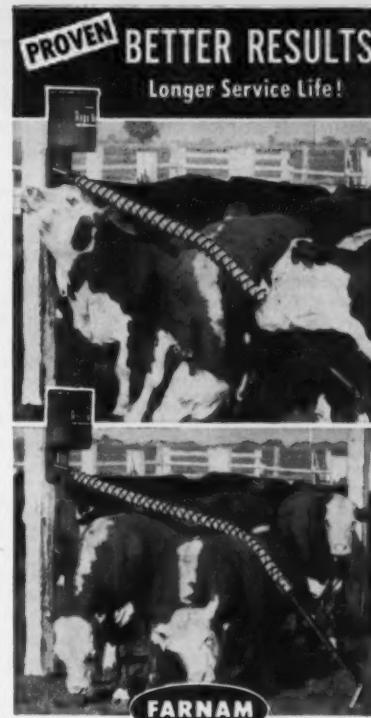
The red meat imports reached a peak of 106 million pounds during September 1959 but dropped in October (65 million) and November (52 million). The November total was 24 per cent less than a year earlier. The October-November decline was mostly in boneless beef from Australia and New Zealand, where slaughter is seasonally small during their late winter and spring.

Variety meat imports increased sharply during 1959 but the United States still remained a large net exporter of these products.

The United States continued to be a large net exporter of cattle hides, although imports in 1959 were up.

## 24th Certified State

Georgia recently became a modified certified brucellosis area—the 9th to be certified this year and the 24th state so qualifying.



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## Herrell DeGraff

(Continued from Page 16)

The sausage industry apparently used around 35 million pounds of imported mutton and 250 million pounds of domestic pork in place of cow beef.

In the past year, and especially in the last few months, significant changes have occurred that will work toward reducing beef imports in 1960. One of these is the prospective increase in domestic cow slaughter. Last November, for the first time in 27 months, cow slaughter in this country went above the corresponding month a year earlier. Increased cullings of breeding herds in the year ahead will continue to give us a stepped-up quantity of cow beef, with consequent prices in the American market that will be less attractive to imports.

A second and perhaps equally important factor is a general tightening in exportable beef supplies in other countries. Both Argentine and New Zealand slaughter was down in 1959 compared to 1958 and is not likely to turn up quickly in either country. A report from the American agricultural attache in Australia indicates that their beef production will be down in 1960 compared to 1959. The sum of these influences already has been reflected in higher beef prices in European import markets. These opposite trends have now wiped out the wide price difference that existed a year ago between European and American markets and which then was attracting large imports to this country.

The narrowed price difference apparently hit the importers who were bringing beef into this country about three months ago. November imports of beef and veal were down one-half from the September level. Midwest packinghouse people report that the prices for imported boneless beef and

domestic cow beef turned during October so that it was more advantageous for them to buy the domestic product.

None of this should be interpreted to mean that imports into this country will be immediately cut off. When large trade volume has been built up and pipelines have been filled between such widely separated points as the United States and the Down-Under countries, the volume may well flow for some time after the price differentials that started it have disappeared. I do not want to go further than to say that imports will be reduced in 1960 compared to 1958 and 1959.

**Consumer Demand for Beef.** In the whole economic spectrum affecting the cattle industry one of the most encouraging factors—indeed, an exciting factor—is the rapidly rising consumer demand for beef.

Let me make it clear that I am using the word "demand" in the sense of the quantity which consumers have been willing to purchase at a certain price—or, conversely, the price they have been willing to pay for a given quantity.

I sometimes find myself quite surprised at the glibness with which we talk of 80 pounds or more of beef per person. At no time in half a century prior to 1954 had the American people ever consumed that much beef. In recent years we have been taking this quantity at rising prices.

Eighty pounds of carcass beef cuts out about 63 pounds of retail weight. In 1954, American consumers took this amount at an average retail price of 59 cents a pound. In 1959 they took the same quantity at an average retail price of 77 cents.

Let me illustrate how rising consumer demand can be interpreted from these figures. First, the retail price of beef is the result of three factors: (1) supply, (2) demand and (3) any change

in the value of money.

Between 1954 and 1959 the per capita supply of beef was constant. It was just over 80 pounds of carcass weight (or 63 pounds of retail weight) in each case. Thus supply was not a factor in the change in retail price over the five years.

There was inflation during these five years, as indicated by the rise in the "cost of living" index. It explains 6 cents of the 18-cent rise in the retail price of beef between 1954 and 1959. That is, inflation took the 59-cent price of 1954 up to 65 cents in 1959.

But neither supply nor inflation explains the other 12 cents of price increase between 65 cents and the 77 cents at which the beef actually sold last year. Thus this 12 cents can properly be attributed to an increase in consumer demand over the five years.

As measured in this manner the increase in the demand for beef was 18 per cent for the five years, or between 3 and 4 per cent per year.

If average consumer incomes continue to rise and if the eating quality of beef can be still further improved, there is reason to believe that the rising demand of recent years can be extended, at least in part, into the years ahead.

If so, there are two ways to interpret this 3 or 4 per cent annual increase in per-capita demand:

1. It could mean more pounds of beef per person per year at the same price, or

2. It could mean the same per-capita quantity sold at an increasing retail price.

Let me be the first to say that any continuing forward projection of the demand increases of recent years is an oversimplification, and that a steady 3 to 4 per cent per capita increase seems too much to expect. Nevertheless, I am giving this demand factor



The North Dakota Stockmen's Association paid out \$2,000 in rewards to persons providing information which led to the arrest and conviction of three cattle thieves. The reward presentation was made at Newtown recently. Principals in the action are pictured (from left): Karnes Johnson, brand committee member, Sentinel Butte; Clifford Pietsch, Minot; Odd Osterroos, chairman, association brand committee, Minot; Millard Lund, chief brand inspector for the associa-

tion and president of the National Livestock Brand Conference, Bismarck; John Yellow Wolf, Mandaree; Herman Guimont, Mandaree; Harold Nordwall, Douglas; Orlie Comeau, special officer for the Fort Berthold Indian Agency, and Clair Michels, secretary of the Association, Bismarck. Pietsch, Yellow Wolf, and Nordwall received the rewards which involved two different livestock theft cases. John I. McKinsey, Mandaree, not pictured, also shared the reward.

considerable emphasis for a number of reasons: to illustrate that we have had rising demand, to illustrate what it has meant to the cattle industry, and to focus attention on the extreme importance of doing everything possible to stimulate additional demand in the future.

**What are the factors** that have given today's beef its acceptability?

First, hamburger has been changed from a catch-all item to a quality, specification product that the majority of consumers find satisfactory. Consequently more hamburger is being sold, and along with frankfurters and various kinds of sausages has expanded to where cow beef, most of the other low quality beef, and a considerable part of the less desirable cuts from fed beef are now being ground into hamburger or otherwise processed. This means that the lower end of the quality scale has been almost entirely removed from the block beef supply.

Second, slaughter cattle, other than culled breeding stock, have been compressed into a narrow bracket of slaughter age (only something like 18 to 24 months), with the result that the cattle producing our block beef are uniformly youthful animals from which the meat has the desirable eating qualities associated with youth.

Third, a great majority of animals now entering into the block beef supply have been through feedlots before slaughter. Last year about three-quarters of the block beef was comprised of the loins, ribs, rounds and chuck from fed cattle. Certainly this beef lacks the uniformity and the still higher level of eating quality that may be developed in the future. But equally certain it is far more desirable and uniform than was the block beef of the past.

But what are the points of consumer dissatisfaction? The sum of evidence indicates only two things. First, that much of the beef is less tender than is desired—and there is a wide variation in tenderness that runs throughout all grades of beef. Second, consumers still complain that much of the beef supply is too fat. Other characteristics commonly thought to reflect beef quality are posing little problem to consumers.

In the past we have believed that a customer who selected lean beef and hoped also to obtain tenderness was working against her own interests. Now we know, however, that tenderness is associated with finish, and even with marbling, only in a small degree. There are strains of cattle, within all breeds, that produce tender beef, and there are strains which are tough, regardless of how much finish the animals carry.

Probably nothing else can be done that would please consumers more, and further increase consumer acceptability of beef, than to produce an end product of more uniform tenderness, and with this tenderness combined with leanness.

This may be done through selection

and breeding, because tenderness is a factor with an encouragingly high level of heritability. The difficulty at present centers on identifying tenderness of meat in the live animal so that appropriate breeding stock can be selected. Or, conversely, greater and more uniform tenderness may be attained in the near future through packinghouse tenderizing techniques.

Another area of major dissatisfaction with today's beef cattle is found among processors and retailers. It has to do with excessive wastefulness to fat trim from a considerable proportion of all carcasses. In order to appeal to consumers and overcome their objections to fat, retailers are close-trimming their consumer cuts, and typically throw into the waste can trimmed off fat ranging from 14 to 20 per cent of the total purchased pounds of carcass beef.

Any such excess fat trimmed from the carcass in either the packinghouse or the retail store represents pounds that cost money to put on the animal and then have almost negligible salvage value. Beef production can be made more efficient and the relative cost of beef to the consumer can be reduced if any such unnecessary wastefulness can be eliminated. The increased efficiency that would result would in part pass back to producers as a better price for cattle—although in greater part it probably would pass on to consumers in lower price for beef. But even this is advantageous to cattlemen because a lower price would stimulate consumption.

We know that there are strains of beef animals that will finish out carcasses with very little wasty trim compared to other strains, and this is true regardless of the grade or degree of finish to which the animals are carried. We know also that heavy muscling (which is associated with a high retail

cut-out from the carcass) is another highly heritable characteristic. We need only to identify the breeding stock that carries thick muscling and reproduces animals with a high cut-out of quality lean beef from the carcass in order greatly to improve the beef-making characteristics of the cattle herd. Some recent developments indicate that this goal may be quite close to realization.

Other research has made great progress in the use of enzymes for tenderizing beef in the packinghouse. One of the most promising aspects of this work is that it raises the level of tenderness (and thereby of eating quality) in all market grades of cattle. It reduces the variability of tenderness within grade—and promises to give us not only greater tenderness but also far more uniform tenderness in our block beef supply.

The fact-finding committee's assignment has been a most stimulating one. Its studies have served to establish some benchmarks of where the beef industry now is, and major factors involved in how it got here. But the committee will have served its purpose more fully if it can have contributed in some small degree toward pointing the way to a much better cattle and beef business yet to come.

### **Music Hath Charms To Make The Cornstalk Grow**

Making cornstalks grow to music is something new out of the mysterious East. A report from India says the same flute music that Indian snake charmers play to their cobras makes cornstalks grow faster than those left in silence. Recently, a selected group of plants "heard" the music for half an hour each day for 30 days, while another group did not. The plants that "listened" grew 25 to 50 per cent faster.



Weber High (Salt Lake City) FFA members present plaque to Rulon P. Peterson, Roy, Utah, outstanding Hereford breeder, in honor of his being named cattleman of the year. Left to right: Richard Toone, Paul Telford, Frank Markos and Mr. Peterson. Presentation was made at the recent convention of the Utah Cattlemen's Association in Salt Lake City.



# LADIES' CHOICE

## Through a Ranch House Window

By DOROTHY McDONALD



Mrs. McDonald

Because the Dallas convention falls actually after my deadline for writing these pages, we'll be a little late with a list of the National committees this year, perhaps. We're happy to be able to bring you a quick report of the officers elected and we hope to have as many of the committees as Mrs. Smith can fill to bring to you next month. And in the meantime those of us who stayed at home might well be making our plans for 1960. How much time do we intend to devote to beef promotion this year; how much to bettering relations with town and city housewives; how much to getting better acquainted with other ranch families in our own vicinity and our state; how much to just having fun together? They're all important aspects of our CowBelle relationship and I'm hoping (and I think our officers are, too) that we'll try not to neglect any phase.

Of course the important part of such resolve to us here at Chimes is that you share your ideas on all these CowBelle activities so we may report them for the information and enlightenment of other groups. In local groups all over the cattle country CowBelles are working out unusual types of beef promotion or new twists on the usual ones . . . they're finding different and pleasant ways to get together with their city and country neighbors . . . they've come up with an extra-easy, extra fun-

for-all party idea. What we want is to hear all about it!

I've said it before but it bears repeating: "Please send along a carbon copy of the items you send to your state cattlemen's magazine." . . . Or to your local newspaper, for that matter. We cannot always use it, of course, and sometimes we have to condense and combine it with other reports, but it does help keep us aware of what the state and local groups are doing. Several CowBelle groups have arranged for me to receive copies of their local cattlemen's publications, and I do appreciate this; you'd be surprised how many items can be gleaned from these sources in a month. But very often the reports deal with "last month's" activities, and by the time they reach me it is already too late to include them in the pages that are not due in print until several weeks later. It is so much better if we have a carbon copy of the original report.

One of the most important offices to be filled in a promotional group like ours is that of publicity chairman, and I doubt if there is an organization of a dozen or more women anywhere in this land that doesn't contain at least one writer or frustrated writer who would love the assignment. It is less important, it seems to me, that she report on the meetings held and the activities finished than that she try to anticipate events by setting up stories of "what" is going to happen "when" and "who" is doing it. Almost always she will find that it is possible to arrange for good coverage in local daily or weekly newspapers if she will take the time to get acquainted with editors and to send them lucid and genuinely important

stories that tie CowBelle activities into the community's interests. Not, for instance, that the CowBelles are pushing the sale of beef because the industry needs the money, but rather that they have set up a study, or a cooking school, or whatever, because as mothers and citizens they are concerned with the report of the National Food Conference in conjunction with its February Youth Congress that despite all our abundance American teen-agers are far from being the strongest, happiest, best-nourished adolescents in the world. Nor is this matter tied to our national wealth; in fact, the children of wealthy parents are less likely to be properly nourished than those of parents of moderate means.

It is an item on which we could and should feel a deep concern, and the sincerity of that concern should permeate every release on the subject that our publicity chairmen sends out. I think that most of the time, in a public-spirited organization like ours, that concern for others is genuinely present. We should just remember to let folks know it is.

Many of you, too, have worked out fine programs in conjunction with radio and television daily or weekly shows. Why not report on them for the benefit of other CowBelles who might be interested in similar ones?

In other words, may the activities of the CowBelles in 1960 which started last month with the election of Betty Smith and her fellow officers be the most fruitful, far-reaching, and best-known yet. And may we know about them so we can report them here at Chimes!



Pictured (l. to r.) are Nebraska CowBelles at their recent meeting: President, Mrs. George M. Heinz; Vice-President, Mrs. Martin Viersen; Mrs. M. E. Trego, who gave the invocation; Mrs. Robert H. Clifford, second vice-president, and Mrs. W. T. Schaffert, secretary.

## AT HOME ON THE RANGE

I don't know if it was a coincidence, but did you notice that so soon after the Washington CowBelles had requested recipes for canapes and tea-table dainties featuring beef, the Christmas issue of The Beef Promoter featured such varied and wonderful ones? On the premise that if I was go-



Utah CowBelles recently re-elected their officers for another term. From left: Mrs. Wanda Crane, Salina; Mrs. Helen Spafford, Springville. Back, from left: Mrs. Floyd Johnson, Aurora; Mrs. Wilford Larsen, Orem, and Mrs. James Memmott, Scipio.

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ing to suggest them to you I should see for myself how they were received, I made a point of serving one or more at each of the several parties I gave during the Holidays and I also persuaded two or three friends to do the same. Well, we can all report that all or most of our guests were delighted with the switches from the over-abundance of the sweet and fattening foods of Christmastime, and we think the girth and good health of our families and friends benefited quite as much or more than our industry!

My own friends seemed especially to enjoy the Deviled Beef Wedges; I had only a few people in at a time and for such intimate groups it was easy-as-easy to serve these bubbling-hot, spicy appetizers. Since I did not find time to make the muffins myself I used the big ones that come four in a bag at my frozen food market, cutting each into 12 or 14 wedges.

A woman I know whose husband traditionally entertains everyone from his office (there were 28 this year) at a New Year's Eve party was particularly pleased with the Tenderloin Before Dinner idea. It kept the early-birds from growing impatient while they waited for the late-comers and—best of all, she reported—the guests tended to drift over to the cutting board "for another bite of that fabulous beef" instead of that extra drink or two that can make New Year's entertaining somewhat of a problem to the hostess.

I hope you'll try these ideas and persuade your friends to try them too—there's no reason we shouldn't all have as unusual and delicious a table as I'm sure the Washington CowBelles will set for the Federated Women's Clubs this spring.

And so . . . good eating . . . and good evening to you all. D.M.

## PR CONTEST WINNERS NAMED

Winners in the American National CowBelles' public relations contest were announced Jan. 27 at Dallas. Recognition was given ranch families and businessmen of Buffalo, Wyo., who cooperated during recent summers to provide weekly tours of ranches and points of interest for tourist families selected at random from motel registrations. For most visitors, the day-long trip into the "off-highway" ranchland was the high point of their vacations. For tendering this hospitality, the group from Wyoming won for the Johnson County CowBelles the championship award.

"Top Hand" awards went to the Gunnison County (Colo.) Stock Growers, the Kittitas County (Wash.) Cattlemen and the Slim Buttes (S. D.) CowBelles. A special "Merit Award" went to the Oregon CowBelles for their stimulation and support of the Beef, Inc., display during the Oregon Centennial celebration in Portland.

The Colorado organization contributed to better relations between sportsmen and landowners through development of "guest cards" for fishermen and hunters, which offer trespass privilege but also outline logical reasons behind "practical sportsmanship."

The Washington cattlemen's project, a "Thank you Day" for Seattle grocerymen and their families, gave many city residents their first chance to visit a ranch—and gave many butchers their first look at live beef. Nearly 500 were entertained on ranches near Ellensburg at a barbecue, impromptu rodeo and free horseback rides for children.

The South Dakota CowBelle winners pitched in to rebuild and remodel an



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abandoned building into a community center, as only a small portion of an elaborate community service campaign.

Representatives of the winning groups received special leather plaques from Mrs. John Harting of Pomeroy, Wash., CowBelle vice-president and contest chairman, at the annual CowBelle breakfast. Judges included Vernon Vine, Farm Journal magazine, Philadelphia, Pa.; Mrs. Sue Smith, Nebraska Farmer and Colorado Rancher magazines, Lincoln, Nebr.; Maynard Speece, WCCO radio and television, Minneapolis, Minn.

## American National

### CowBelle Chimes

Vol. 8, No. 2 February, 1960  
President-elect — Mrs. Wm. Garrison, Glen, Mont.  
Vice-Presidents—Mrs. J. B. Williams, Bakersfield, Calif.; Mrs. Earl Morrell, Dunn Center, N. D.  
Secretary-Treasurer — Mrs. Clara Hughes, Oklahoma City, Okla.  
Editor—Mrs. Dorothy McDonald, No. H-8, 303 N. 47th St., San Diego 2, Calif.

### Conventions

Utah CowBelles convened Dec. 10-12 at the Hotel Utah in Salt Lake City in conjunction with the Utah State Cattlemen's meeting. Mrs. C. A. (Helen) Spafford of Springville, the president, was re-elected, as were the rest of the officers. Nearly a hundred CowBelles enjoyed a "brand" breakfast on the 11th sponsored by Safeway Stores, with each member displaying her brand in the form of jewelry, monograms, etc. A luncheon Saturday noon was at-



Arizona CowBelle officers elected at the recent annual meeting in Flagstaff (left to right) are Mrs. A. W. (Helen) Voigt, Springerville, president; Mrs. Mosby Wilkerson, Clifton, first vice-president; Mrs. Zerena Shattuck, Bisbee, second vice-president; Mrs. Watts Collier, Prescott, third vice-president. The secretary-treasurer, Mrs. R. L. Sharp, Springerville, was not present for the picture.

tended by more than 70 'Belles. The ladies also attended the men's meetings.

sponse was by Mrs. Vernon Jones of Henry.

Nebraska CowBelles were out in full force at the regional meeting in Ogallala on Dec. 4. This regional luncheon is a complimentary affair given annually for the ladies during the Nebraska Stock Growers' meeting by General Mills Company. Local arrangements and decorations were in the hands of Mrs. Waldo Haythorn of Ogallala and Mrs. George McGinley, Jr. of Keystone, and of Mrs. Gerald McGinley of Ogallala, wife of the president of the Stock Growers. Tables were decorated in the Christmas motif and there were several fine door prizes. Welcome was given by Mrs. Ellithorpe of Ogallala and re-

Mississippi's CowBelles have re-elected their slate of officers. Meeting at Natchez in mid-January, they retained Mrs. Charles E. Ratcliffe of Natchez as president; Mrs. Knox Ross, Pelahatchie, first vice-president; Mrs. Butler Barksdale, Natchez, second vice-president; Mrs. E. E. Grissom, State College, second vice-president; Mrs. Andy Curtis, Natchez, secretary-treas.

### Here and there With the CowBelles

#### CALIFORNIA

Kern County CowBelles, the oldest and one of the most active groups in the state, are proud to announce they have added more than \$600 to their college scholarship fund with the sale of their special steer, Little Joe College. The 900-pound animal sold in spirited bidding at 75 cents a pound during the recent Kern County Fair. Stephen Heinrichs of Bakersfield, current scholarship winner, was on hand to lead the steer into the ring.

The Alameda-Contra Costa CowBelles report their fair booth entered in the Walnut Festival in Walnut Creek was awarded first prize. This brought to a total of three the blue ribbons this group has garnered this year.

The Montana Beef Council has voted to provide a Montana beef feed for the nation's governors when they convene at Many Glacier in June. Previously the Southeastern Montana CowBelles offered to provide a beef luncheon for the governors' wives.

The J. B. Smiths of Pawhuska, Okla. (she's the new CowBelle president) were planning a Hawaiian trip. She hopes to line up C. B. interest in the new state.

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## Shows, Sales

### SOUTHERN ARIZONA SHOW, PIMA COUNTY FAIR MERGE

The combined Southern Arizona International Livestock Show and Pima County Fair will be held Mar. 9-13 in Tucson. The double event will include a sale of all-breed pedigree bulls and a horse show. Harold Thurber, Sonora rancher, is chairman of the dual show.

### NATIONAL BREED GROUP CITES TEXAS SHORTHORN RAISER

Frank Scofield of Austin, Tex., a veteran Shorthorn breeder, was honored by the American Shorthorn Association Feb. 1 during the Fort Worth Fat Stock Show. He received a plaque recognizing his service to the livestock industry.

### ARIZONA LIVESTOCK SHOW TO HONOR ALAN FEENEY

The 1961 Arizona National Livestock Show will be dedicated to the memory of Alan Feeney, widely known Hereford breeder who died of polio last summer. He was owner of Milky Way Hereford Ranch at Phoenix and Springerville, and president of the American Hereford Association at the time of his death. He was instrumental in starting the Arizona show.

At the 12th annual Arizona National in Phoenix last month, a pen of five Hereford feeder calves shown by Mike Hinman of Kremmling, Colo., took top honors. The animals averaged 421 pounds. Top bull honors were taken by Herschede Ranch of Hereford, Ariz. Lucky Hereford Ranch of Gilroy, Calif., showed the top pen of bulls. Long Meadow Ranch of Prescott had the top female lot.

### LOUISIANA BRAHMANS WILL BE SOLD MAR. 14

The Louisiana Brahman Association is sponsoring the International Brahman Sale Mar. 14 at the LSU Livestock Show grounds in Baton Rouge. 33 bulls and 7 females will be offered.

### CHAROLAIS BREED TO SELL DURING SAN ANTONIO SHOW

The San Antonio Livestock Exposition on Feb. 17 will feature a sale of 43 Charolais cattle from Texas breeders. The auction will include Charolais and Charolais-cross animals.

### HOUSTON FAT STOCK SHOW TO FEATURE 11,000 ENTRIES

The 28-year-old Houston Fat Stock Show & Rodeo will have its 1960 showing Feb. 24-Mar. 6. More than 11,000 entries will be featured, and the event offers more than \$200,000 in awards, \$160,142 of it in the livestock divisions. In excess of 200 head of Herefords will be entered in the open breeding division; prizes for Herefords total \$14,875. Some 47 Santa Gertrudis animals will

# BULLS

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compete for trophies and for \$400 in premiums being offered to junior exhibitors.

### WINNERS AT DENVER NAMED IN JANUARY

The Hereford grand champion steer of the 1960 National Western Stock Show brought a record price of \$3,993.75; he was shown by Paul

Hawkins and Sons of Oakland, Ill., and weighed 1,020 pounds.

A total of 14,255 stocker and feeder cattle and calves sold at the 54th Denver show, with prices paid up to \$37.25.

In the National Western Polled Hereford sale 42 lots sold for a total of \$41,260, averaging \$982; 27 bulls figured \$1,017, and the average on 15 females was \$919. The top bull, consigned by

### CHAMPION CARLOAD AT DENVER

The grand champion carload of fat cattle at the 1960 National Western Stock Show in Denver, exhibited by Karl and Jack Hoffman, Ida Grove, Ia. Shown with them are Karl Hoffman (left) with Ted Jennings, Highmore, S. D. The load sold at \$46 a cwt. (American Angus Assn. photo.)





## Dixie Roundup

Taylor Trawick, who raises beef cattle near Newville, Ala., rigged a back-duster for his animals. Since the cattle have to pass through a gap going from pasture to pasture sometime during the day, Trawick set two posts with a crossbar and a sack fastened to the crossbar. DDT inside the sack gives the animals' backs a good dusting when they pass under the device.

\* \* \*

W. Z. Peeples, Kernersville, N.C., adds salt to the grain he feeds his beef cattle on pasture to limit the amount they eat which is fed free-choice. He started out by adding 10 per cent to the grain, but during a dry period the grass became dried and tough, with the result the cattle were eating too much grain. Peeples then upped the salt content to 15 per cent.

\* \* \*

The Union County (South Carolina) Livestock Association was recently organized to promote livestock programs in the county. R. M. White was named president; J. A. Berry, secretary-treasurer.

\* \* \*

The first results of artificial breeding of grade beef cattle are beginning to show up well in South Carolina. Farmers report a significant improvement in calves following the artificial breeding.

\* \* \*

A total of 7,913 feeder calves was marketed through two state and nine regional demonstration feeder calf sales in West Virginia for a total of \$932,462.33, an increase of 1,270 head over the 1958 sales. The 4,716 steer calves sold for an average of \$30.17 per cwt., or \$128.70 per head. The 3,197 heifer calves brought an average of \$25.34 per cwt., or \$101.80 per head.

\* \* \*

Average weight of steers was 427 pounds and heifers 402, about 10 pounds lighter than last year. Greater percentage of calves went to feeders in Ohio, Indiana, Pennsylvania and Michigan; a few went as far as Illinois.

\* \* \*

The Middle Tennessee Green Pastures contest has been expanded this year to include a total feed production program with hay, silage and grain production added.

The program is sponsored by a group of business firms operating in the middle Tennessee area, with all state and federal agricultural agencies cooperating.

### COVER PICTURE

Winter feeding calves in the North Park country in Colorado. (Union Pacific Railroad photo.)

## Secretary McMillan

(Continued from Page 15)

of beef imports. I am a young man, but I've been looking back in the past records of the association and find that many problems have been with us a long time. We have been fighting for certain matters for many years in the past. But even though we've been fighting for or against certain matters, I note that progress is being made. Certain problems can't be solved overnight. It takes time. It takes understanding. It takes hard work. Variance of opinions frequently slows down the solution to certain problems.

You and I in this room today can't anticipate what tomorrow will bring.

Who would have thought a few years ago that the Jeep would become such an important part of a ranching operation? Just a few days ago an article was pointed out to me about Fred Heine of Lucas, Kans. He was delivered the first civilian Jeep only 15 years ago. He got national publicity, and yet today Jeeps are taken as an everyday occurrence.

Too, who would have thought a few years ago that helicopters would be used in the ranching business? Yet some of the larger ranch units are utilizing helicopters as a necessary part of their operations.

Tomorrow, I am sure we will see more things used in ranching to make for more efficiency. I am optimistic about the future, and I hope that each of us will go away from this convention with the thought in mind that we must work towards even better things. This can be accomplished by the strength you show financially as well as by participating individually in building a strong voice such as the American National to represent you in matters of national importance.

## Rep. W. R. Poage

(Continued from Page 17)

isn't possible on a ranch and it isn't possible on an Iowa cornfield or a Texas cotton field, and, as I see it, there is no more reason for condemning these producers of agricultural products and for branding them as communists because they seek to balance supply and demand than there is for putting the same brand on the producer of petroleum.

Oil wells weren't so comforting back in 1932 and 1933 when the East Texas oil field came in. In those days every well ran wide open and the owner was lucky to get 10 cents a barrel. At that time I was a member of the Texas state senate. We were told that the trouble was no one well-owner could afford to reduce his production, although he knew that the total production was too great to meet the existing demand, because, if he reduced his production, his neighbor would immediately sell just that much more oil and the man who tried to help bring supply into balance with demand simply lost his share of the already demoralized market.

We were told that only control of everybody's production could restore economic health to the oil industry. The oil industry got ironclad controls of production and for many years it prospered. Lots of you are in the cattle business today only because you have been the beneficiaries of oil control, and I mean control spelled with a big C.

Most of you, and most of the American people, have accepted control of the production of oil as being a perfectly proper function of government. Why, then, should we look upon the control of the production of cotton, wheat or corn for exactly the same purpose as being wicked and communistic? I don't. I think that we should



Scene at one of the sessions at the Utah Cattlemen's Association's recent convention in Salt Lake City, showing the signs of the various county groups.

use the most practical means that are available to us to make economic law work for our people rather than against them. And I think that you as cattle-men have a much greater stake in the balancing of production and consumption of field crops than you may at first suppose. You don't want government control of livestock production and neither do I, but you do want an economic situation that will keep livestock, and particularly cattle numbers, within reasonable balance with demand.

If we are to avoid a ruinous buildup in our cattle population—and it is already close to the danger point—we must, as I see it, avoid a further buildup of feed and feed grains. For practical purposes, all feed grains are ultimately converted into livestock. We cannot continue to grow more corn, grain sorghum, barley and oats without producing more and more red meat.

Even with the most effective meat promotion program that could be devised it will take us considerable time to consume as much meat as we can produce from the present volume of feed grains, and yet, recently the secretary of agriculture suggested not only a continuation of the build-up of feed grains but indicated it might be desirable to divert 200 million bushels of wheat into feed. This addition to the feed supply is of course predicated on the idea that low prices for all agricultural products are a good thing, and in keeping with this view the secretary has further recommended that all wheat prices be allowed to drop to where they are competitive on a feed basis with the relatively low corn prices. This means more feed at a lower price.

At first glance that may seem to be the answer to the cowman's prayer. But past experience is witness to the fact that livestock producers go broke most often during periods of cheap and abundant feed and that they enjoy their greatest prosperity in times when the price of feed is stable and at a relatively profitable level to feed producers.

Certainly feed is cheap at the present time. Has this cheap feed helped any cowman get a better price for his cattle? Of course it hasn't. Do you think that you could get more for your calves if the government were suddenly to withdraw all supports from feed grain and dump its multi-billion bushel stocks on the market?

If we can agree that a severe drop in the price of corn would hurt cattle people, is it not good business for cattle producers to give some thought to the maintenance of the price level of corn and other feed grains? Let us be frank. Cattlemen have a definite stake in the feed grain program. You don't want controls on cattle, but why try to destroy the prosperity of the remainder of agriculture? Estimates are that if the farm program were withdrawn, farm income would drop from a present low of \$12 billion to about \$7 billion. I

think that all agriculture has a common interest in maintaining farm buying power. The whole of agriculture is now passing through an era of misunderstanding, prejudice, confusion, and, yes, bitterness. The whole structure of agriculture is in jeopardy. If this structure falls, the feed grain program goes out the window, and I fear it will be a sad day for the cowman.

The real problem is how to achieve the proper balance between cattle numbers and consumption demand. I have suggested that in the first place we should do everything we can to increase demand. The whole country will be better off if we can market a larger percentage of our production in the form of meat and a smaller percentage as cereal grains. We all recognize that market promotion has its limitations. It cannot alone solve all our problems or balance our supply and demand equation, but it can help and help materially if the guardians of other people's business will just let the cattle people alone and let us work out our own problem.

But with the maximum possible promotion of meat, we are still going to have to lighten the weight on the supply end of the scales. We simply can't keep turning 4 billion bushels of feed grain into meat each year and expect to sell all that meat at a profitable price. I don't want to prorate the production of cattle and I know that you don't and I don't think we have to at this time. I think we have a much better answer.

I think the cattle industry needs to join with the producers of basic crops in an effort to maintain substantially high—not low—prices for all farm products. This simply means prices that will ask the consumer to give to the farmer and the livestock man roughly one-half as much of his earnings for food as he gave 40 years ago when he could buy a good round steak for two bits. Forty years ago the consumer spent 48 per cent of his small income for the products of agriculture. Today he spends but 25 per cent. I only ask that this ratio be not further reduced. It doesn't mean that we must all accept the commodity loan program, the direct payment program, the storage program, or any other detail of anybody's farm program.

Cattle producers are not robbing the American housewife. The average factory worker can today buy a beef steak with fewer hours of work than he could 40 years ago. The cowman is entitled to a fair price for his products just as the worker is entitled to a fair wage for his labor, and the farmer who produces feed is likewise entitled to a fair price for his feed. I don't believe the cattle industry can long prosper without paying a fair price for feed. I think that for a long time to come the cattle industry needs less feed than we are now producing and certainly no more cattle than now. We need higher priced feed and cattle, and I don't think we need

to embark upon any complex sea of direct controls of cattle production in order to attain these objectives. Our cattle population will always adjust itself to the feed supply.

If we will deliberately reduce the feed supply we will automatically stop the increase in cattle population. As we reduce the number of cattle coming to market, the old and inexorable law of supply and demand will in true free enterprise fashion force the price of cattle higher. Such a course would not only restore cattle prices but it would help corn farmers, grain sorghum farmers, and agriculture in general. It would tend to increase buying power of lots of people and thereby help on the demand side as well as on the side of supply. It would help any promotion program sell more beef.

#### FROM DOWN UNDER

Statistics on shipment by boat of livestock from New Zealand and Australia include (1) arrival on July 24, 1958, 1,115 steers at Port of San Diego from New Zealand. The animals weighed about 1,300 pounds, were about 30 months old. 114 died en route due to poor ventilation and sanitation; (2) arrival on July 27, 1959, of 23,629 sheep at Port of San Diego from Australia. 2,023 sheep died en route, largely because of faulty ventilation; (3) arrival on Nov. 7, 1959, of 24,506 sheep. 771 died en route; (4) a third shipment of Australian lambs to the United States was expected in January.

### Personal Mention

**Dr. John E. Foster**, head of the department of animal husbandry at the University of Maryland college of agriculture, has been honored with a life membership in the Maryland Beef Cattle Producers Association. This was in recognition of his "outstanding service to the livestock producers of the state."

**Fred Dressler** of Gardnerville, Nev., new president of the American National Cattlemen's Association, was honored early in February during the Red Bluff Bull Sale at Red Bluff, Calif.

Mrs. Lewis Pierce of Suisun, Calif., has been named the first woman director of the California Cattlemen's Association. Mrs. Pierce is a member also of the American National, the National CowBelles and her state CowBelle groups.

#### DEATHS

**Fred T. Reynolds**: An automobile accident in December caused the death of this well known Big Pine, Calif., cattleman at age 64. He was a director of the California Cattlemen's Association, and a member of the American National.

**Ira Case**: A well known cattleman of Ventura County, Calif., and a member of the American National, Mr. Case died following a heart attack early in January. He was 61.

# Calendar

1/17-1/23  
1/24-2/1

Feb. 15-16—Louisiana Cattlemen's Assn. convention, Alexandria.  
 Feb. 16—Range Survey meeting, Salt Lake City, Utah.  
 Feb. 17-20—14th annual meeting Western States Meat Packers, San Francisco.  
 Feb. 18-19—National Meat Promotion meeting, Chicago.  
 Feb. 19—Intermountain Meadow and Range Fertilization Conference, Fort Collins, Colo.  
 Mar. 7-9—25th North American Wildlife and Natural Resources Conference, Dallas, Tex.  
 Mar. 10-12—Kansas Livestock Assn. convention, Wichita.  
 Mar. 21-23—Texas & Southwestern Cattle Raisers Assn. convention, Austin.  
 Mar. 22—Lamb import hearings, Tariff Commission, Washington, D. C.  
 Mar. 27-29—New Mexico Cattle Growers Assn. convention, Albuquerque.  
 Apr. 3-5—Nat'l. Institute of Animal Agriculture, Purdue University, Lafayette, Ind.  
 Apr. 30—National Hide Assn. convention, Colorado Springs, Colo.  
 May 1-4—Chamber of Commerce of U. S., 48th annual meeting, Washington, D. C.  
 May 2-4—Spring meeting, Tanners' Council, Colorado Springs, Colo.  
 May 10-12—8th Highway Transportation Congress, Washington, D. C.

## FEDERALLY INSP. SLAUGHTER

	(In thousands)			
	Cattle	Calves	Hogs	Sheep
Dec. 1959	1,552	456	6,968	1,182
Dec. 1958	1,437	474	5,814	1,061
Year 1959	17,459	4,875	68,707	13,466
Year 1958	17,642	5,672	59,462	12,397

(The cow and heifer slaughter for the year 1959 amounted to 43.2 per cent of total federally inspected cattle slaughter, as against 42.5 per cent in 1958. Canners and cutters were 10.3 per cent of the total in 1959 as against 12 per cent in 1958.)

## CHICAGO LIVESTOCK PRICES

	Jan. 28, 1960	Jan. 29, 1959
Steers, Prime	\$26.50	28.75
Steers, Choice	24.00	27.75
Steers, Good	22.00	25.75
Steers, Std.	19.50	24.00
Cows, Comm.	15.00	16.00
Vealers, Gd.-Ch.	27.00	31.00
Vealers, Std.	21.00	27.00
F. & S. Strs., Gd.-Ch.	23.50	30.00
F. & S. Strs., Md.	19.50	24.50
Hogs (180-240#)	13.00	14.35
Lambs, Gd.-Ch.	18.00	21.00
Ewes, Gd.-Ch.	6.50	8.00
(* Good only)	5.50	8.00

## WHOLESALE DRESSED MEAT

	(Chicago)		
	Jan. 29, 1960	Jan. 27, 1959	
Beef, Prime	\$47.50	49.50	
Beef, Choice	\$40.50	46.00	
Beef, Good	39.00	43.00	
Beef, Std.	36.50	40.00	
Veal, Prime	56.00	60.00	
Veal, Choice	52.00	55.00	
Veal, Good	42.00	52.00	
Lamb, Choice	35.00	42.50	
Lamb, Good	35.00	40.00	
Pork Loin, 8-12#	33.50	37.00	
	41.50	45.00	

## COLD STORAGE HOLDINGS

(Thousands of pounds)

	Dec.	Nov.	Dec.	5-Yr.
	1959	1958	1958	Avg.
Frozen Beef	190,014	166,761	160,876	178,872
Cured Beef	10,944	10,460	13,024	9,964
Total Pork	261,805	223,830	206,414	309,925
Veal	10,119	8,913	15,755	17,803
Lamb & Mutton	14,780	12,624	9,189	9,266

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